THE INTERNATIONAL SHOE AND LEATHER WEEKLY
VOLUME 118 • NUMBER 2
JULY 9, 1949

LEATHER *and* SHOES

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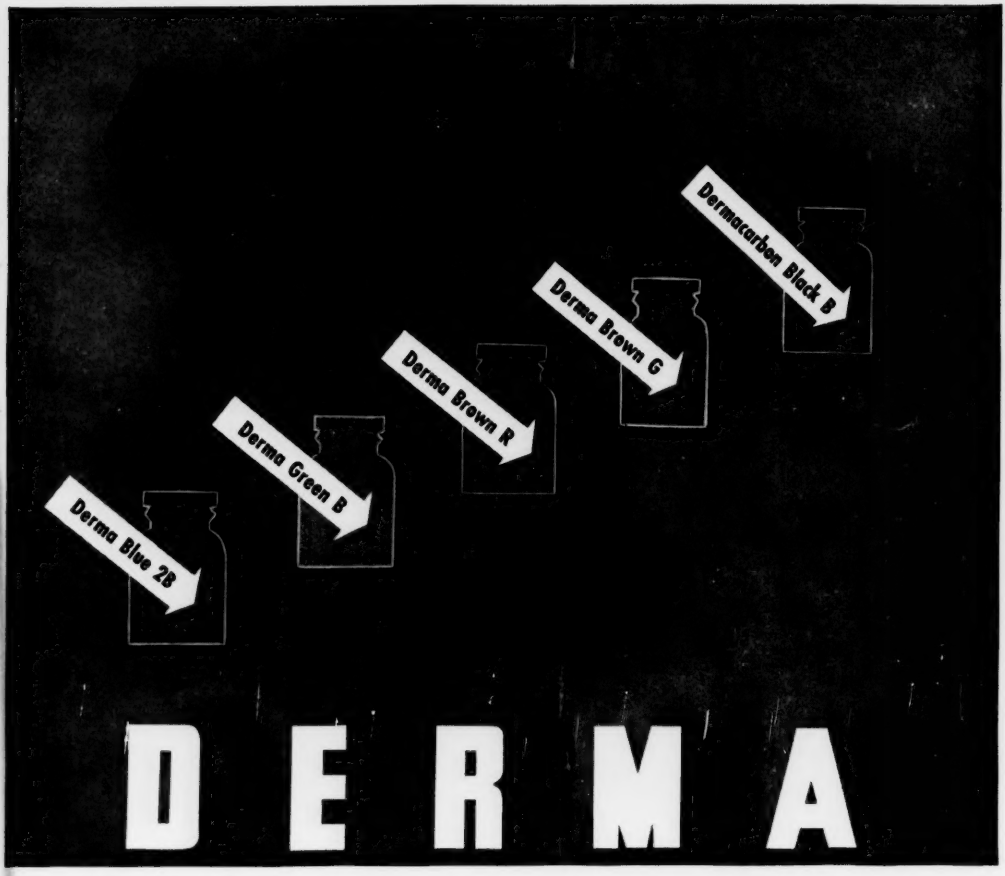

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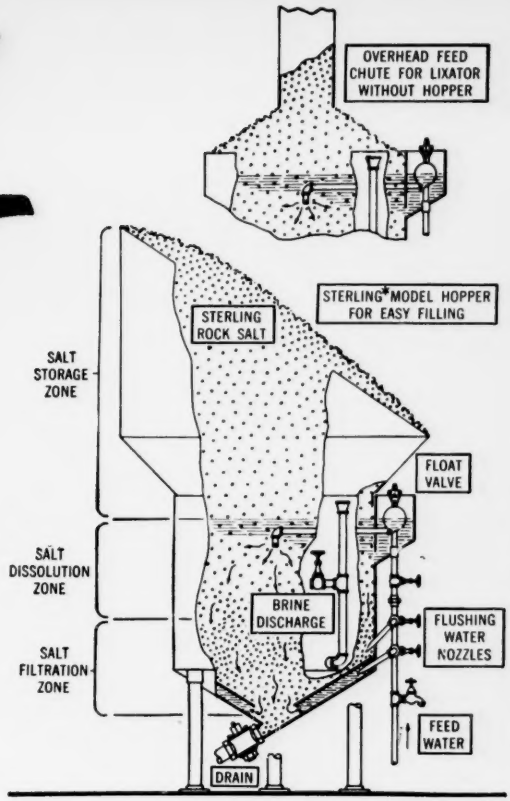

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VOL. 118, NO. 2 JULY 9, 1949

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Show gain of 146% over 1939

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Retail sales off 24%

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To supply 12,018 pairs women's oxfords

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EDITORIAL

More Attention To The Right Bug

AS SOME branches of the leather industry (sole, belting, upholstery, etc.) find it increasingly difficult to maintain their traditional grip on their markets in the face of competition from synthetics, more and more of the burden of meeting this challenge falls upon the leather chemist.

Now, while chemical research and the day-to-day functions of leather chemistry are vitally important to the industry and to the individual tannery, it is possible that the leather chemist is giving all attention to the bugs in leather and not enough attention to the bugs afflicting leather's markets.

The functions or operations of an industry requires that each department be operated by specialists. But while an individual may be an expert in one phase of his industry, it is necessary today that he have a well integrated knowledge of the other departments. In the case of the leather chemist, he is not only well informed on his own speciality, but has a well-rounded knowledge of the operations of the tannery. Where he usually does fall short, however, is in information as to what happens to his product *after* it leaves the plant.

How many leather chemists have a workable knowledge of how their leathers are used in shoe factories—or in other types of products made in other plants? How many have ever spent time in a shoe store, talked with shoe retailers, wholesalers, designers, stylemen, or even with public consumers? How many have talked with leather cutters in a shoe plant, or have a workable knowledge of the cutter's duties and problems regarding leather?

At least a couple of score of such questions could be asked of the average leather chemist. Not enough chemists could answer with a wholesome and consistent affirmative.

Well, comes the question, of what practical value would such knowledge be? Or, to swing around to the negative, how does a lack of such knowledge act as a detriment for leather or the leather chemist?

Let's cite a couple of examples. Take sole leather, for instance. What features, quite aside from price, do the synthetics have that give them increasing "preference" over sole leather in the minds of many shoe manufacturers, retailers, consumers? Chemistry can help improve the quality of sole leather, but unless that leather sells then all the improvement in the world won't mean anything. Thus, an understanding of the competition that must be met might provide the leather chemist with ideas to create new properties or features to better meet this competition. Or, it is even possible that via new chemical methods that processing costs might be reduced to put sole leather on a competitive basis price-wise as well as give it more advantages otherwise in terms of consumer or buyer appeal. The leather chemist could get a better perspective of these problems by going out "into the field" or down to the grass roots.

Surveys by a variety of reliable sources reveal that a substantial portion of the population complains of foot trouble—very frequently associating such ills with footwear or the material in footwear. It might be very interesting for leather chemists to visit some of the leading foot clinics, talk with the doctors and patients, investigate the footwear, etc. They might carry out a similar investigation in shoe stores. The findings might be a revelation to many leather chemists.

Why do so many retailers and clerks call side upper leather calf, and vice versa; or often fail to distinguish between kid, calf, fabric or synthetic suede? How do retailers or clerks merchandise leathers, anyhow. As regards leather, what does a retailer look for, or what does he convey about leather's features to a customer? And what does the customer look for in leathers?

On and on it goes. All of it suggests a significant factor: leather chemists need a broader education, more accurate firsthand information about the distribution, uses and public opinions regarding leather. One leather chemist reports that though he had been making shoe upper leathers for 15 years, he had never been inside a shoe factory. This may be an extreme case, and maybe it isn't. It is likely, though, that few leather chemists involved in the making of shoe leathers have a firsthand, practical knowledge about the making of shoes—that is, the practical applications of those leathers in the process of shoemaking. It is even less likely that they can view their product from the retailers' or public consumers' viewpoints.

Nor is the blame, if such we may call it with reservations, wholly the leather chemists'. Tanners employing such chemists are often guilty of shortcomings in this respect—the failure to send their chemists out into the broad field, to the grass roots.

One chemist defended his position by claiming that the chemist's place is in the laboratory. The other phases belong to other branches—management, the sales force, the promotion and advertising departments, etc. Well, this is like the old-fashioned view that a woman's place is in the kitchen, and that's all there is to that. While it's true that chemists have their highly specialized and invaluable work to do in the laboratory, rigid limitation to this scope of activity results in a limited perspective about the larger problems of the industry, particularly the consumption problems. The perspective must be changed from two-dimensional to three-dimensional.

Most significant, when laboratory work is integrated with a proper amount of field work, the chemist is certain to return to his laboratory with several refreshed viewpoints that will certainly inspire his scope of activity to the benefit of his profession and the industry. And it is just as important that this be recognized by the tanner as by the leather chemist.

NOTICE

Anyone desiring reprints of LEATHER and SHOES' editorials may obtain them at the following nominal cost:

Up to 100	**10c each**
200-500	**5c each**
1,000 or over	**2½c each**

NEWS

Govt. Files Anti-Trust Charges Against Du Pont, U.S. Rubber

Justice Dept. Seeks to Break alleged monopoly. Asks company be divorced from U.S. Rubber and General Motors.

The Anti-Trust Division of the U. S. Justice Dept. has filed suit in U. S. District Court in Chicago charging E. I. du Pont de Nemours & Co., Wilmington, Del., General Motors Corp., and U. S. Rubber Co., New York City, with violation of the Sherman Anti-Trust Act.

Latest to be added to the government's rapidly-growing list of companies allegedly monopolizing U. S. industry and business, the huge Du Pont company is charged in a civil suit with dividing several fields of manufacture with U. S. Rubber and General Motors to eliminate competition. The government asks that the Du Pont company and members of the family be ordered to sell their controlling stock in the other two firms and cancellation of all existing contracts between the three companies relating to sale of products, grants of licenses, agreements to license under patents, and agreement providing for the exchange of "know-how!"

According to Melville Williams, chief of the Anti-Trust Division in Chicago, a grand jury investigation of Du Pont led to the suit. No indictments have been returned.

Five Charges

The government's 65-page complaint lists the following specific charges:

1. The Du Pont company requires the other two to purchase substantially all their requirements for certain products from each other, thus freezing out competition.

2. Du Pont has expanded its own facilities through acquisition of competing companies, particularly in the chemical and related fields.

3. Du Pont has forced General Motors and U. S. Rubber to expand and enter new fields in order to enlarge the guaranteed market for Du Pont products.

4. Du Pont subsidized its own expansion by using profits from product sales to the other two companies.

5. Du Pont granted preferential prices to General Motors on its products which it sold at higher rates to other companies, thus enabling it to "subsidize" the expansion of the latter.

The government also charges that Du Pont acquired and expanded into many fields by buying out chemical, artificial leather, rayon and other plants.

Issue Denial

Crawford H. Greenewalt, president of the Du Pont Co. a $1,585,000,000 concern, denied that the firm's relationships with the other companies were "either illegal or in any way detrimental to the interest of the people of the U. S."

"On the contrary, these relationships have served the public interests in a conspicuous way," he declared, "and in that firm belief we will defend our actions and our present position with the utmost vigor.

Am. Oak Stockholders Vote to Liquidate

Stockholders of The American Oak Leather Co., Cincinnati sole leather tanners, voted almost unanimously on July 1 to dissolve the 68-year old business. At a special meeting held in the firm's offices, stockholders holding 312,609 common shares of 313,609 common shares outstanding voted to uphold recommendation to liquidate made June 14 by the board of directors (L&S, June 18 and 25.)

The company will be dissolved within 60-days of July 1, according to plans approved by the stockholders.

William H. Mooney, president, who was elected chairman of the special meeting, stated that growing competition in the sole leather business from the composition and rubber industries made the company's future doubtful. He said that it would take several millions of dollars to replace worn machinery and equipment at the plant. Several offers to purchase the plant had been received, he said, but at a very low figure.

Mooney reported that no hides had been tanned for 10 days although the chrome retan division has been operating almost normally. The latter, however, could not be expanded to any degree because of limited raw materials available. The firm reported an excellent financial condition with assets of more than $7,000,000 including $3,350,000 in cash and U. S. Govt. bonds.

Wholesalers' Sales Off 33% In May; Retail Sales 24%

Wholesalers' sales of shoes and other footwear during May fell 33 percent below April 1949 and 11 percent below May a year ago, according to the monthly wholesale trade report issued by the Dept. of Commerce. Based on findings from 26 reporting firms, five-month sales totals during 1949 were 10 percent less than in the same period of 1948.

End-of-month inventories were up 27 percent from April and 23 percent from May 1948, based on 17 reporting firms. Stock-sales ratios were listed at 175 percent for May 1949 as compared with 89 percent in April 1949 and 130 percent in May 1948.

Sales of leather and shoe findings wholesalers during May were down four percent from April and 14 percent from May 1948. Five months sales, based on 26 firms reporting, were down nine percent from a year ago. Inventories, however, showed a drop of three percent from April and 11 percent from May 1948, based on reports from 10 firms. Ratio of stock to sales was 361 percent in May, 363 percent in April and 379 percent in May 1948.

Sales of independent retail shoe stores fell 24 percent compared with April and nine percent from May 1948. Five months' sales totals showed a drop of three percent from a year ago.

Some shoe store sales for May as compared to April were: New York, down 21 percent; Philadelphia, down 24 percent; Pittsburgh, down 30 percent; Newark, down 39 percent; St.

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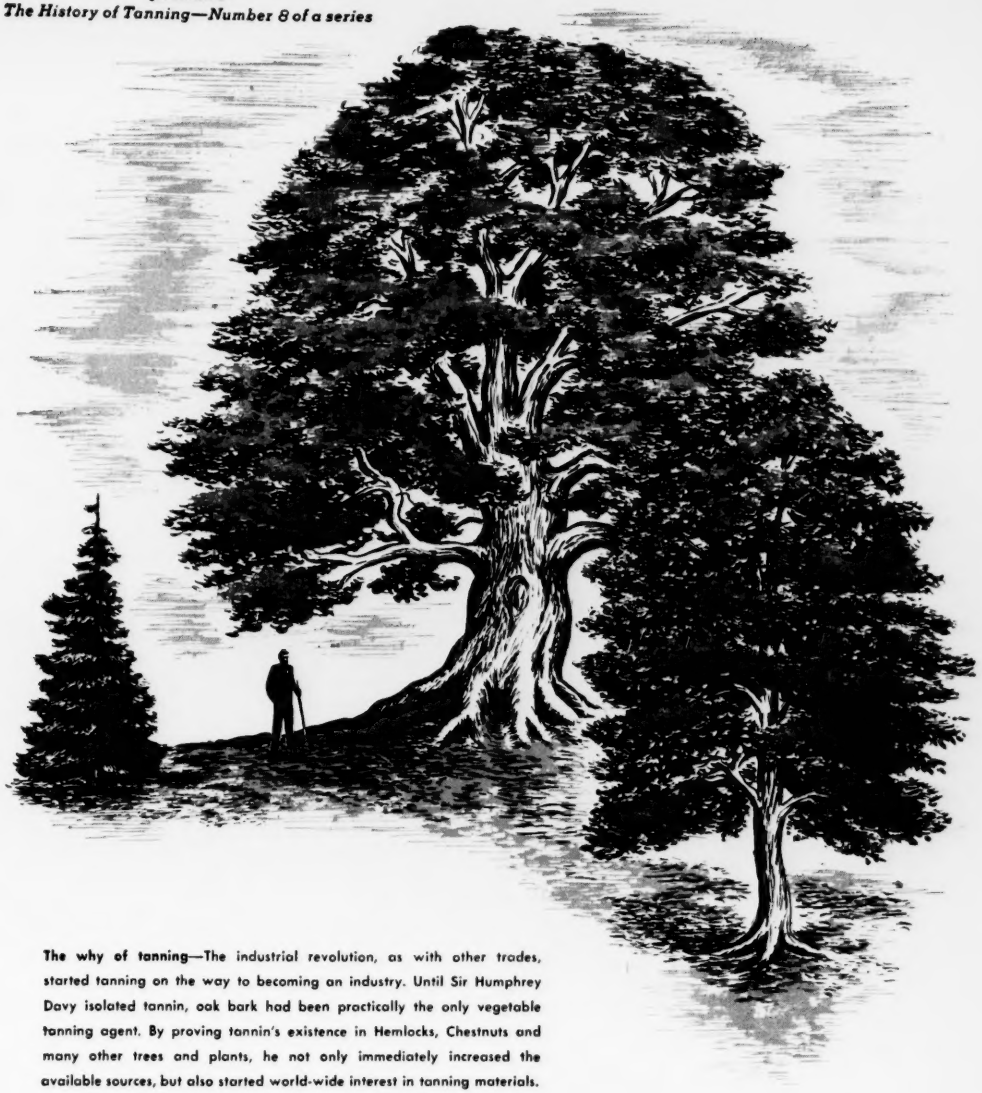
The History of Tanning—Number 8 of a series



The why of tanning—The industrial revolution, as with other trades, started tanning on the way to becoming an industry. Until Sir Humphrey Davy isolated tannin, oak bark had been practically the only vegetable tanning agent. By proving tannin's existence in Hemlocks, Chestnuts and many other trees and plants, he not only immediately increased the available sources, but also started world-wide interest in tanning materials.

Tanners, thus inspired, questioned and experimented. New sources were discovered, new methods developed, and, finally, through this interest in "why", the first basic advancements since ancient times were realized. However, vegetable tanning still ruled as "the right method" and, as yet, little attention was given to other materials.

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Louis, down 22 percent; Chicago, down 20 percent; Detroit, down 30 percent; Cleveland, down 35 percent; Los Angeles, down 24 percent; San Francisco, down 30 percent; and Seattle, down 23 percent.

Selby Asks NLRB Election

With no settlement of its eight-weeks strike in view, Selby Shoe Co. this week petitioned the National Labor Relations Board for a collective bargaining election. The petition requests that the election be held to determine whether the United Shoe Workers of America, CIO of the Boot and Shoe Workers Union, AFL, be named bargaining agent for Selby production workers.

According to company officials, a letter was received from John A. Brooker, district representative for the AFL union, stating that his union was rightful bargaining agent for Selby employes. The letter asked that negotiations with the USWA be terminated.

The company sent letters to both unions informing them of the NLRB petition and advising the CIO union, collective bargaining agent at Selby for the past seven years, that it was discontinuing negotiations pending the election outcome.

In Washington, James J. Mitchell, USWA secretary, said that local union officials who had not yet filed non-Communist affadavits required by the Taft-Hartley Law, would do so immediately. The union's name cannot appear on an NLRB ballot unless these affidavits are on file.

Selby has also petitioned Common Pleas Court for an injunction restraining the USWA from acts of violence against Selby officials or people visiting the plant on business. The petition cited some 25 cases of alleged violence and intimidation by union pickets.

Meantime, an announcement last week in the Ohio Chamber of Commerce Industrial Development Bulletin stated that the Selby Shoe Co. was seeking to locate in a non-industrial town of 2500 to 7500 population, at least 100 miles from Portsmouth.

1947 Footwear Shipments Well Over Billion Mark

Manufacturers in the footwear industry (excluding house slippers and rubber footwear) shipped products valued at $1,717,000,000 during 1947, an increase of 146 percent over the $699,000,000 value shipped in 1939, the year of the last Census of Manufactures, the Dept. of Commerce reports.

Value added by manufacture in 1947 totaled $746,000,000 or an increase of 126 percent over the $330,000,000 value added in 1939. Value added by manufacture is determinded by substracting cost of materials, supplies, containers, fuel, purchased electric energy and contract work from the value of products.

During 1947, production worker employment averaged 210,634 as compared with 207,767 in 1939 while wages paid to production workers increased 140 percent from $175.4 million in 1939 to $420.5 million in 1947.

Table 1. GENERAL STATISTICS FOR THE FOOTWEAR (EXCEPT HOUSE SLIPPERS AND RUBBER FOOTWEAR) INDUSTRY, UNITED STATES TOTALS: 1947 AND 1939

(Money figures and man-hours in millions)

ITEM	1947	1939
Number of establishments	1,288	930
All employees:		
Number (average for the year)	229,303	n.a.
Salaries and wages (total)	$494.3	n.a.
Production and related workers:		
Number (average for the year)	210,634	207,767
Man-hours (total)	400.8	n.a.
Wages (total)	$420.5	$175.4
Value added by manufacture[1]	$746.0	$330.1
Cost of materials, fuel, electricity and contract work	$971.0	$369.2
Value of shipments[2]	$1,717.0	$699.3
Expenditures for new plant and equipment	$12.6	n.a.

n.a. Not available.

[1] For 1947, value of shipments less cost of materials, fuel, electricity, and contract work. For 1939, value of production less cost of materials, fuel, electricity, and contract work.

[2] Value of production for 1939.

Table 2. FOOTWEAR (EXCEPT HOUSE SLIPPERS AND RUBBER FOOTWEAR): SHIPMENTS AND PRODUCTION, 1947 AND 1939

(All figures in thousands)

Product	1947 Shipments		1947 Production	1939 Production	
	Quantity (pairs)	Value	Quantity (pairs)	Quantity (pairs)	Value
Footwear, except house slippers and rubber footwear, total	436,332	1/$1,703,132	437,312	385,596	$697,072
Dress and work shoes	396,959	1,592,281	398,084	361,578	658,565
Men's dress	85,015	466,972	84,957	76,637	182,167
Men's work	21,786	97,523	21,786	28,125	48,553
Youths' and boys'	19,822	55,938	19,829	17,316	24,778
Women's	182,215	774,861	182,816	168,777	355,127
Misses'	26,934	73,737	27,026		
Children's	25,149	66,074	26,262		
				2/46,091	2/59,290
Infants'	20,538	39,462	20,906	24,632	17,650
Babies'	14,500	17,714	14,502	3/	3/
Athletic shoes	4,424	19,926	4,233	4,144	8,830
Playshoes	31,779	77,937	31,839		
				19,874	29,617
Footwear, not specified by kind	3,170	12,952	3,156		

FTC Orders Kreider Shoe Stop Health Shoe Ads

The Federal Trade Commission has issued a cease-and-desist order prohibiting Kreider Shoe Co., Annville, Pa., from running "false advertisements" concerning the curative properties of Pollyanna Health Shoes for children. The order calls for immediate discontinuance of representations that the Pollyanna is a "health" shoe and will keep the feet healthy, prevent the development of abnormalities or deformities of the feet or correct any foot disorder or abnormality.

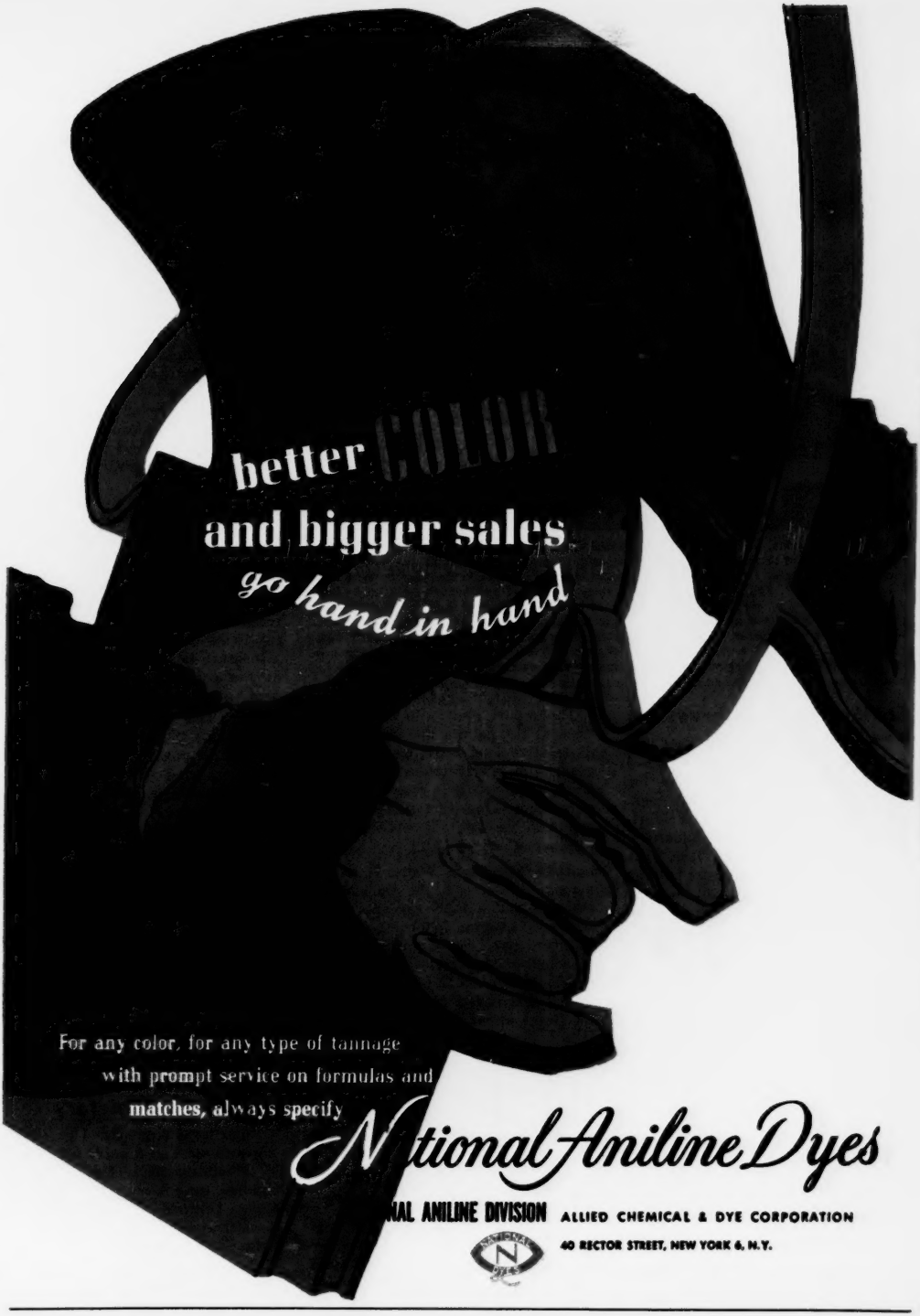
Expect Record Shoe Fair

The largest number of member shoe manufacturers in the history of 15 Fairs have already applied for display space at the 16th National Shoe Fair to be held in Chicago Oct. 31-Nov. 3, according to the National Shoe Manufacturers Assn. and National Shoe Retailers Assn., sponsors of the show. Four hotels—the Palmer House, The Stevens, the Morrison and the Congress—have been selected as exhibiting hotels.

With 309 member manufacturers assigned 796 exhibit rooms to date, it is expected that over 600 manufacturers will participate in the Fair. Applications have been mailed to non-members who exhibited at the last Fair and non-previous exhibitors on a waiting list will be invited at a later date.

E-J Opens Sole Plant

Endicott-Johnson Corp., has reopened its sole leather tannery in Endicott, N. Y. after a 30-day shutdown due to synthetic competition. No further curtailment of operations is contemplated, according to Charles F. Johnson, Jr. Some 360 workers had been affected by the closing.



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Paul B. Jamison, left, member of the board of directors of International Shoe Co., receives plaque "for outstanding service to American Youth" presented to International by the U. S. Chamber of Commerce at the annual Junior Achievement banquet in St. Louis, May 31. Howard I. Young, president of American Zinc, Lead and Smelting Co., and chairman of the board of the St. Louis Chamber of Commerce, makes the presentation. The shoe company sponsored two units under Junior Achievement's program under which teenagers organize and operate their own miniature business concerns guided by adult business leaders. One unit manufactured coin purses and leather belts while the other produced advertising novelties and performed advertising services.

Leather Show Reservations

The Tanners' Council reports that five New York hotels have assigned rooms for exhibitors and visitors for the Leather Show scheduled on Sept. 7-8. In addition to the Waldorf-Astoria which serves as headquarters, The Barclay, Belmont, Plaza, The Biltmore and Commodore are holding rooms. Reservations should be made immediately since unassigned rooms will be released for general use after Aug. 25.

Pattern Assn. Completes Hiring Guide Survey

Completion of a survey aimed at helping the shoe pattern industry hire suitable employes and establish an apprentice training program has been announced by the National Shoe Pattern Manufacturers Assn., Boston, Mass. The study, covering job descriptions, testing programs, professional guidance services, other industry procedures, state and federal requirements, and a survey of present employees and employers in the industry, was made by four graduate students of the Harvard University School of Business Administration.

The report also includes descriptions of the pattern making process, a tentative apprentice training program, job specifications, characteristics required in prospective employes and suggested forms for application of the methods to be used in employe selection.

At the same time, Walter R. Guild, managing director of the Association, revealed that a four-year apprentice training program formulated by members has been approved by the Division of Apprentice Training of the Massachusetts Department of Labor and Industry. Similar four-year programs already exist in Missouri, New Hampshire and New York. Purpose of the plans is to recruit new workers for the pattern industry by expanding current two-year on-the-job veterans' training programs and opening them to non-veterans as well.

Reds Create International Dept. of Leather Workers

Creation of an international department of workers in the leather and shoe industries was celebrated last month in various Communist-dominated countries, according to State Dept. reports. In Rumania, some 2000 workers and technicians of Bucharest's National Tannery Plant as well as workers from Bucharest's "Red Flame" plants met in June to welcome the new department.

Motions adopted at the various meetings stated that creation of the international "strengthens proletarian better organization of international aid as well as the defense of the economic and social rights of workers throughout the world."

International Shoe Wins Women's Oxford Award

The Navy Purchasing Office, New York City, this week awarded International Shoe Co., St. Louis, a contract on Invitation No. 4937 calling for 12,013 pairs of women's white leather service oxfords. Award was made on the basis of the company's bid at $4.22 per pair.

6 Footwear Items On Mexican Ban List

Six categories of footwear are among 207 items which may not be imported into Mexico as the result of recent action by that country in adding to its import prohibition list, as a measure to safeguard the stability of the new par value of Mexican peso (now 8.65 to the dollar).

The Office of International Trade reports the footwear items banned are as follows: rubber waterproof footwear, even if containing cloth; wooden footwear, even if containing straps or loops of all kinds; footwear of fabrics of all kinds, with sole of other material except leather; footwear of unspecified materials; boots, with upper or sole of skin or leather of all kinds; footwear with upper or sole of skin or leather, of all kinds, up to 20 centimeters in length, not specified. Also banned are belts, not specified, of all kinds, and "wearing apparel and loose parts thereof of leather or skin, without hair, not specified."

Foot Health Council Plans Store Directory

Plans for a directory of U. S. shoe stores to serve as a guide for parents in obtaining proper footwear for children have been revealed by Dr. Joseph Lelyveld, chairman of the National Foot Health Council.

Lelyveld told manufacturers and visitors at the State of Maine Shoe Show held in Bangor last week that some 2500 independent shoe stores

GOING PLACES . . .

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CALCO CHEMICAL DIVISION, BOUND BROOK, N. J.

Leather goods courtesy Mark Cross

and chains will be invited to join a "nation-wide program for better foot care in childhood to improve the physical fitness of future generations." Circulars specifying requirements for participation will soon be mailed to these stores and those successfully meeting these standards will be included in the directory.

The directory will first be distributed to a selected list of individuals as well as physicians, orthopedists, health centers and hospitals.

Says Shoes Unsanitary

"The shoe is the most unsanitary article of body covering in existence," Dr. Felton O. Gamble, foot expert claims. Gamble was featured speaker recently at a meeting of the Southwestern Chiropody Congress in Oklahoma City, Okla.

"There is heat, darkness and moisture—the same conditions that produce mold on cheese or bread," declared Gamble. He cited these conditions as the reason so many people have athlete's foot.

"A fastidious woman who never will wear other clothing more than a day will wear her shoes six months and keep them stored in a dark closet when she's not wearing them," he added. "Men are worse because their shoes are almost without ventilation."

Shoes and Shoemakers

A unique collection of prose and verse entitled "Shoes and Shoemakers" has recently been made available in printed form by Harold R. Quimby, secretary of the National Shoe Manufacturers Assn., New York City. Consisting of odds and bits, humorous and otherwise, of "favorite shoe, leather and kindred verse", the booklet was put together by Quimby from his own private collection. Quimby is also author of "Pacemakers of Progress", a panoramic history of the development of the shoe industry.

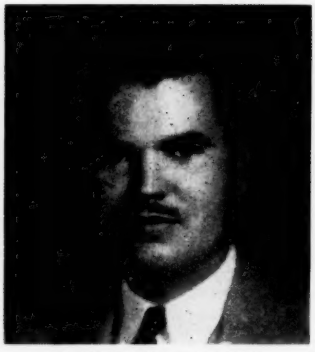
Few Shoe Firms Violate Child Labor Law

Only 37 leather and leather products manufacturing firms were found to be violating the child-labor provisions of the Fair Labor Standards Act during fiscal 1948, the Labor Dept. reports. Some 373 firms employing a total of 1081 minors were checked. Of these, only 65 minors were employed illegally.

This is the third best record among all national industries studied by the department. The leather and leather products industry showed six percent violations, the textile and related fields had 4.7 percent and the metals and metal products industry had 4.4 percent. The national average is 17.3 percent violations. Some 29,024 firms were studied.

The department reported that the old-time practice of farming out the manufacture and repair of shoes to children in homes has practically disappeared. Two children, one 10-years-old and another aged 12, were "employed in industrial home work" in violation of the law.

The 1949 graduating class of the School of Leather and Tanning Technology, Pratt Institute, Brooklyn, who received their diplomas on June 4 (L&S, June 18). Left to right in the first row are: J. Rodden, J. Hickey, J. Ossoff, H. Wagner, and T. Blair. Second Row: J. Sole, E. Arthur, G. Mooerg, Z. Sagmanli, R. Mann, R. Colby, Jr., A. Vince, and R. Welch. Third Row: R. Holtz, H. Winer, N. Bernstein, J. Beiter, and G. Shepard. Fourth Row: H. Schitman, L. Karkash, and J. Quinn. Not shown in the above photo are the following graduates: R. Gallagher, A. Grant, J. Kelly, R. Olson, and J. Sucrez.



DR. RAYMOND L. COPSON

. . . recently appointed Director of Research of the Mutual Chemical Co. of America, New York City, with headquarters in Baltimore, Md. Formerly Director of Research with the Rumford Division of Heyden Chemical Corp., Dr. Copson was chief of research and engineering for the Tennessee Valley Authority, a major producer of phosphorus and ammonium nitrate, during and prior to World War II. Author of a number of papers on phosphate technology and other branches of inorganic chemistry, he is a member of the American Institute of Chemical Engineers, the American Chemical Society, and the Chemists' Club, N.Y. He holds degrees from Worcester Polytechnic Institute and Yale University.

ALCA CONVENTION SIDELIGHTS

- A large Canadian delegation—even larger than in 1948, participated in the Spring Lake Convention. Jerome Lang, Tom Faust, Frank Edmonds, and a score of other regulars were prominent.

- "Governor" Ed Doherty, of Georgia, stole the show in the presentation of a technical paper. His knowledge of the subject and his unconventional style held the audience's interest in the new Doherty-Winheim tanning process.

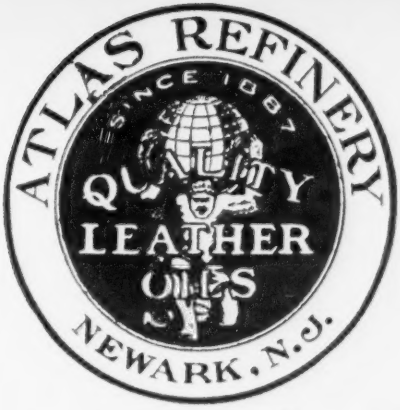
- John Teas suffered an acute illness Thursday night, depriving the banquet crowd of a scheduled program appearance. Bob Koppenhoefer and George Plumer batted in his absence. President Ade Winheim presided.

- Karl Klanfer of Rio de Janeiro, gave an enlightening and interesting paper on chrome tanning. Dr. Klanfer is technical director of Cortume Carioca, the largest tannery in South America. Mrs. Klanfer accompanied her husband on the trip to the U. S.

- The Commissioner of Patents acknowledged the growing importance of the leather industry and the leather chemistry profession by sending an official representative, Donald Levy, to the meeting.

CHEMISTS' *Convention Number*

ANNUAL MEETING

THIS MARK 

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Outstanding Technical Papers Highlight ALCA Annual Meeting

Increasingly serious tone dominates meeting in face of tightening economy and rise of leather substitutes.

THOUGH the 45th Annual Meeting of the American Leather Chemists Association, held June 22-24 at Spring Lake, N. J., failed to break the drought and heat wave, it did strike a new attendance high and record interest in the technical sessions which prevailed for the three-day period.

Some 27 papers were presented. Attendance and technical interest at these sessions were consistently high. The most outstanding paper delivered at the meeting, according to concensus, was "An Example of Process Engineering in the Leather Industry," prepared by R. H. Richards, Tanning Division, International Shoe Co. The talk, accompanied by graphic illustrations on the screen, described the design on International's new side leather tannery at Bolivar, Tenn. The tannery, recently completed and one of the most modern in the world, is a large horseshoe-shaped, one-story plant whose engineering and layout was designed to produce the maximum of efficiency in production. Mr. Richards described in detail each department and its method of improved operations in relation to the over-all plan. The total effect was extremely impressive as a concept of modern engineering applicable to the tanning industry and helping to achieve the aim of better products at lower costs.

Leather chemists from private tanneries or industry firms comprised eight of the papers; the government agencies accounted for five; university laboratories (Lehigh, U. of Cincinnati, Ohio State, M.I.T.) provided nine of the talks; and two foreign sources (K.H. Gustavson, Swedish Leather Research Institute, and Karl Klanfer and P. Kenedi of Brazil), furnished two papers. There were numerous comments as to the excel-

1950 ALCA MEETING

To date no convention location has been decided upon for the 1950 ALCA meeting. Most likely prospect thus far is French Lick Springs, Indiana. Official notice will be forthcoming shortly.

Hotel Monmouth, Spring Lakes, N. J., site of 1949 ALCA meeting.

lent variety of the representation of papers this year. Another highly significant paper—significant because of the industry's urge to find greater self-sufficiency in tanning materials—was that entitled "Large Scale Test Tanning Leather With Synthetic Tan," delivered by F. F. Marshall of U. S. Leather Co., and H. G. Turley of Rohm and Haas Co. The project described in the paper referred to use of synthetic tannins in leather for Army footwear.

No Alsop Award

This year no award was made for either the Alsop Cup or the Moffett Medal. In the opinion of the award committee it was felt that there were no papers of such outstanding character this year as to warrant the award—though the committee cited that several pieces of excellent research had been inaugurated or were in operation this year that might well deserve an award later. The decision was in compliance with the rules stipulated for making these awards.

ALCA instituted a commendable and new plan this year whereby each speaker at the technical sessions was presented with a special certificate of appreciation for his contribution. In addition, four leather scrolls were presented, one each to R. V. Richards of International Shoe Co.; Dr. Herman Mark, Director of the Institute of Polymer Research, Polytechnic Institute of Brooklyn; and Lester Whitmore, Supt. of tanneries, Leas and McVitty, Inc.; and Irving Glass, executive vice-president, Tanners Council of America. All four were invited guest speakers.

ALCA Convention Committee

Chairman .....Robert M. Koppenhoefer, Socony-Vacuum Laboratories
Vice-Chairman .....Edwin S. Flinn, Mead Corporation
Treasurer .....Howard B. Lincoln, L. H. Lincoln & Sons, Inc.
Hotel and Entertainment .....Frederick D. Thayer, Jr., American Cyanamid Co.
Publicity .....Robert M. Lollar, University of Cincinnati
Ladies .....Mrs. William Lord
Golf .....George W. Plumer, Arkansas Co.

The Committee announced appreciation of the assistance received from the Office of the Secretary (Dr. Fred O'Flaherty) in handling many detail items.

Bigger And Bigger

The growth of ALCA membership has been gratifying—an indication of the increasing recognition of leather chemistry research and the participation of more and more tanneries and allied trades firms in this vital phase of the industry. The registered attendance at this year's meeting was estimated at about 430. It was noted that a new high in membership attendance was reached this year. In addition, over 100 women were present, bringing the total attendance to around 550.

The talk of Irving Glass of the Tanners Council provided an interesting change of pace in the technical sessions. He laid stress on the economic phases of the industry with which many of the chemists and other technicians were not familiar. The current problems of our dependence upon imports of raw materials; the false pegging of foreign currencies and the effects on the tanning industry; the present state of tanners' leather and rawstock inventories; trends in rising costs and price pressures affecting the tanner. These matters, he emphasized, though somewhat remote to the laboratory microscope were nevertheless of vital interest to anyone working with or for leather.

However, the surprising amount of interest and discussion about the sole leather branch and the influx of "substitutes" gave proof that leather chemists are showing increasing awareness of the inroads being made by synthetic or non-leather materials into leather's traditional markets. Along with this awareness was expressed a growing anxiety about the problem. Most commonly expressed remark heard on this matter was, "If the sole leather tanners continue to be lethargic about it, then they've got it coming to them."

Just as a note of curiosity, the LEATHER AND SHOES representatives took a random check on the footwear worn by some 30 visitors at the meeting. The findings: 21 wearing leather soles, nine wearing non-leather soles. This is pretty close to the figures on total shoe production showing some 40 percent of all shoes being made with non-leather soles. It looks as though the sole leather tanners will have to recognize that selling, like charity, begins at home.

Social Program

Some 80 contestants tried their luck in the golf tournament, and 16 of them came off with prizes. Winner of the top prize, the Teas Memorial Cup, was MacKinney, whose low gross score was 82. A three-weeks sun-dried course plus a 90-degree heat wave made the 18 holes a round survived only by the hardy.

The customary banquet was held on Thursday night, presided over by Ade Winheim and Bob Koppenhoeffer. Golf prizes were also awarded. Highlight of that portion of the program was the award to the winner of the "bathing beauty contest". Al Schiller of Nopco Chemical was presented with the grave task of selecting the most beautiful woman. Only his ingenuity, plus the aid of Floyd Collins, also of Nopco, saved him. Collins, dressed up in old-fashioned bathing suit, wig and parasol, "won" the award, only to be later "disqualified" for being a "professional" contest winner. Thereupon the selection

Golf Tournament Winners

NAME	FOR	SCORE	PRIZE
F. M. MacKinney	Low Gross (Class A)	82	Teas Memorial Cup and leather traveling bag.
J. Morrison	Low Gross (Class A)	88	Leather traveling bag.
Louis Erera	Low Gross (Class B)	87	Leather golf bag.
T. O'Mara	Low Gross (Class B)	87	Leather traveling bag.
W. W. Hutchinson	Low Gross (Class C)	92	Card case and wallet set.
M. Buckley	Low Gross (Class C)	93	Golf club covers.
H. Willis	Low Net (Class A)	74	Leather briefcase.
W. C. Curtin	Low Net (Class B)	72	Box of golf balls.
H. Tetzlaff	Low Net (Class B)	74	Leather wallet.
R. Preston	Low Net (Class B)	75	Key Case
G. A. Brown	Low Net (Class C)	68	Pair of leather gloves.
A. Winheim	Low Net (Class C)	69	Comb and nail set.
L. Sheard	Low Net (Class C)	69	Key case.
R. Ritter	Low Net (Guest Prize)	73	Key and comb set.
A. Winheim	Low Net (Active)	69	P. F. Reilly Cup.
E. Thorstensen	Most No. of 7's		Pair of leather gloves.
J. Kaltenbacher	Closest to 12th hole pin on tee shot		Leather wallet.
R. Preston	Senior's Cup	81	Senior's Cup.
G. A. Brown	Low Net Open	68	Cuthbert Cup.

color gives
Life to leather

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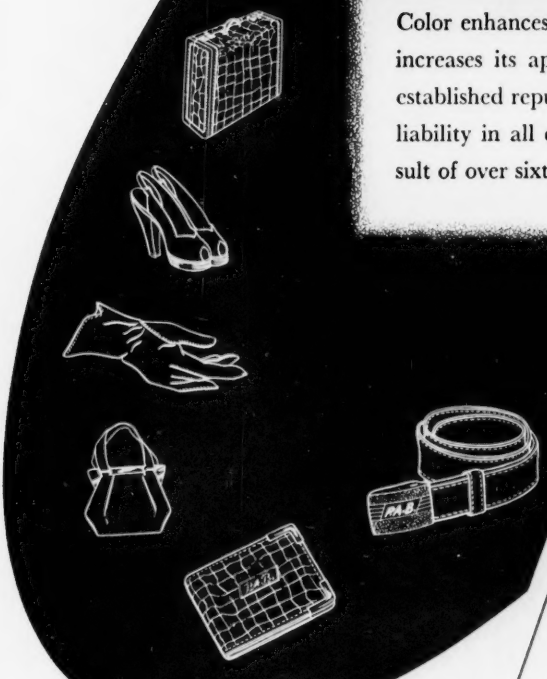

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VAT DYES OF THE DOW CHEMICAL CO.

First Row: Edward F. Goss, F. W. Panepinto, and J. A. Casnocha; Robert M. Doggett, Frank A. Edmonds, and E. W. Mollane.

Second Row: Y. Nayudamma, Gerald C. Snyder, and M. R. Holeman; Lars J. Bern, Henry Jirak, and Elmer T. Lewis.

Third Row: M. R. Leach, W. K. Schweitzer, and R. F. Gould; R. M. Doggett, Frank Edmonds, and E. J. White.

Fourth Row: Robert Stubbing, Jerry Snyder, T. Thorstensen, and D. L. Johnson; William Lord, and Howell Gregory.

Fifth Row: D. M. Matheson, and Ted Fee; C. F. Payan, G. C. Mosbaugh, and J. W. Wolfe.

Floyd Collins, of Nopco Chemical Co., who was "disqualified" as the winner of the women's bathing beauty contest.

J. C. Kaltenbacher, and J. S. Kirk, talk over business between the sessions.

was made by picking a name from out of a hat.

The meeting, technologically and socially, was regarded as perhaps the most successful to date.

One significant factor about the meeting this year was the serious tone of the meeting. With leather business "tightening" and the threat of synthetic materials continuing to mount due to price advantages in a price-declining market, the leather chemists appear to realize the added responsibility in their hands in buttressing their industry through their efforts. Methods to reduce costs, to find new salable properties for leather, to find new markets for certain leathers, to increase U. S. self-sufficiency in tanning materials—these and numerous other projects are reaching higher emphasis in the industry. And all of these factors belong larger in the realm of the leather chemist.

Sidelights

● ALCA meeting members were given an unexpected treat in seeing the Walcott-Charles world's heavyweight championship fight via television in the lobby of the Monmouth. After watching 15 rounds of pugilistic dancing around the Maypole most of the audience thought it would have been better if both they and the fighters had stayed in bed.

● George Plumer and Louis Erera tied for Low Gross, Class B, in the golf tournament. But George, being chairman of the golf committee, waived his claim to the prize (a golf bag) in favor of Louis. A nice gesture, indeed. That should make George eligible to join the clan of Proper Bostonians.

● Leave it to Al Schiller to think himself out of a tight spot. No one envied his assignment: selecting a beauty winner out of 100 lovely ladies. So his idea of having Floyd Collins dress up in a bathing suit, and the lily gilded with wig and parasol, was a piece of ingenuity. And if the lights had been a shade dimmer, Floyd might have fooled more than a few. Except for a couple of deficiencies he was right in form. Anyhow, it's hats off to a good sport.

● It was nice to see Mrs. Al Schiller back, recuped from her illness. Last year was the first ALCA meeting she'd missed in many years.

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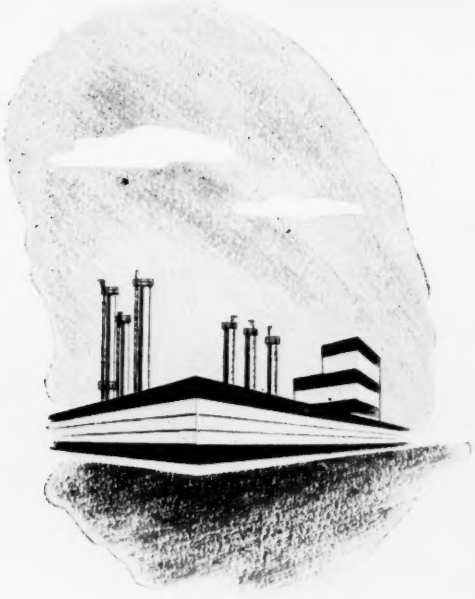

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CHEMICALS INDISPENSABLE TO INDUSTRY AND AGRICULTURE

"Futility or Faith"

By A. H. Winheim
President, American Leather Chemists Assn.

Today's economics . . . synthetic inroads . . . depression talk . . . in his presidential address, Ade Winheim calls upon the industry for faith in country and industry.

There exist today countless unsolved problems in our national economy, in political science, in international affairs, in the field of human relationships, *and*—in the leather industry.

In the field of economics, we decry the high cost of living; we describe despairingly the mounting public debt and upward spiralling tax rates. We lampoon the party in power and casually speak of inevitable warfare.

Recklessly-wagging tongues tell us that leather is relegated to the land of oblivion. We would be led to believe that soon to be added to extinct species of homo sapiens are the tanner and the leather chemist.

Today's Economics

In our whole economy, we are often unaware of sweeping economic forces at work and the direction of important trends. We are wealthy. Our current annual production has been running at the unprecedented rate of 250 billions of dollars. There are in the United States 31 million passenger cars—more than three-fourths of all in the world, and 35 million telephones—over 57 percent of the world's total.

High taxes and inflationary prices, however, have reduced the accumulation of savings which are the source of venture capital. In 1947, Federal, State and municipal tax collections added up to about 50 billion dollars or 25 percent of the national income of that year, approximately $350 for every one of the 144,000,000 people in the United States. (It may be an interesting observation from a leather-worker's point of view that man is the only animal that can be skinned more than once.) And since the individual share of millions is being paid by a few, much of what would otherwise be investment capital is siphoned off. We are killing the goose that lays the golden egg of our great industrial system—the free American investor.

In the meantime, our internal economy becomes more out of balance. Industry, in 1947, paid 125 billions in salaries and wages, against less than 29 billions in 1935—an increase of 324 per cent. During the same period, dividends increased only 224 per cent. During the same period, dividends increased only 224 per cent.

In the field of international economics, our trade is also badly out of balance. In 1947, the world bought from us 19½ billion dollars of American goods and services; the world sold us only 8½ billions. There was an 11 billion "dollar shortage," made up by 4½ billions of gold sent in by other countries, and 6½ billions in loans from us. In 1948, the picture was a little better, with esti-

The first lady of ALCA, Mrs. A. H. Winheim and the president himself.

when you have a problem

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mated world purchases of 17 billions and world sales of 10 billions. But a world trade balance is not in sight and again, the day of reckoning looms ominously ahead.

In 1933, individual and corporate income taxes totaled 3/4 billion dollars; in 1949, these taxes will run to an estimated 33 billions, or roughly 40 times as much. And 1933 is only 16 short years ago.

In 1933, our national debt was 22 billions; in 1948, it had swollen to 252 billions of dollars, 11 times as great.

Too, we may as well admit that more than 42 percent of the shoes made in the United States today carry outsoles made of plastics and other non-leather compositions. The leather business is not lolling in luxurious lavishness nor is it swaddled in state-supported subsidies.

Faith The Cure

But, these problems will be clarified neither by emphasizing gloom nor practicing hopelessness. We have too many prophets of doom; too few best sellers in peace of mind. We foster too freely frustration and futility; we adopt too seldom the positive approach—the optimist's viewpoint.

I feel that it is time to shed this shrinking mantle of defeatism. It is time to stop preaching the gospel of despair—and it is time to display our boundless faith . . .

Faith in our way of life;
Faith in our country;
Faith in our industry;
Faith in ourselves.

We are in a battle against fear; and believing is half of the battle.

We are the wealthiest nation in the world; yet we are proverty-stricken in faith. Although we have no street-corner apple vendors and our income has slipped only slightly from a peak, we talk constantly of depression. Let us not be habitual pessimists, for pessimism paralyzes the activities of man. Let us be critical, yes; but criticism to be valuable must be constructive as well as destructive. (You know, a pessimist has been defined as a fellow who wears a belt *and* suspenders. My own definition is that he is a fellow who thinks all women are bad. Obviously, an optimist is a fellow who hopes he is right.)

There are some blessings in discontent. No progress occurs when man is supremely satisfied with his circumstances. Restlessness under unsatisfactory conditions has resulted in needed revolutions, given birth to liberty, inspired discoveries, nerved inventors, and, in general, furnished the motive for betterment in every department of life.

T. R. Rao and Y. Nayudamma, visitors from far away India.

Fear, on the other hand, has hindered progress. It may be possible to harness fears to make them operate only for one's good, particularly if one can avoid becoming opinionated. Marcus Aurelius has said: "Consider that everything is an opinion. An opinion is in thy power. Take away then, when thy chooses, thy opinion; and, like a mariner, you will find everything calm and like a waveless bay."

Faith In Leather

We, in the leather industry, enjoy a unique situation. On the one hand, working with a by-product of the meat industry, we are assured of a source of basic raw material at a price which sale of the finished product will justify. The market for the hide must be maintained. Of course, there may be an economic pinch of considerable intensity, but remember that animal glue has even tougher competition from rubber, synthetic resins and other adhesives.

On the other hand the potential volume of our product is relatively static. Up to this time, at least, skin-like structures have not been synthesized. Hence, the amount of our raw-stock is dependent upon the amount of meat we eat. Leather will not be eliminated, in spite of the optimistic bellowing of some of our plastic friends and in spite of the gloomy statement issued a few days ago by the President of one of our fine tanneries.

It is time, I feel, that we halt this softening tendency. Surely, not all of us want guaranteed security. Does not the challenge to tan hides more efficiently and more cheaply, to produce better leathers with a wider range of properties and to find new applications for such products encounter an eager, receptive mood in some of us?

We might well note a recent tribute paid to the great tennis player, Gonzales. A Boston sports writer said of this versatile athlete: "He is fast, he drives hard and understands the fundamentals of the game. But that is not why he is champion. He has *staying power*. He is *never defeated by the discouraging vicissitudes of the game*."

Tabulate Our Blessings

Obviously, we in the leather industry are beginning to hear rumblings of "rub or rust" and "conquer or be a slave." But while suffering the pinch of encroaching leather replacements, let us tabulate our blessings.

(1) We have the advantages of a soundly-established Tanners' Council. The enlightened, progressive attitude of this body, as evidenced by Irving Glass and his associates, will be a motivating force in the application of technology and sound practice to the solution of many present-day ills.

(2) Mounting activity in leather research world-wide is indicated by some of the work which will be reported at this meeting, notably that of the German scientist, Karl Klanfer, now of Brazil, and that of the eminent Swedish leather technologist, Karl Gustavson. It might be observed, also, from the literature, that our friend, Sy Shuttleworth is extremely active as director of the Leather Industries Institute in the Union of South America.

(3) Modernization of leather-making plants and equipment is prominent in the minds of many tanners. R. H. Richard's description of the process engineering represented by International Shoe Company's new Bolivar, Tennessee, tannery will be one of the highlights on Thursday's program.

(4) An extensive and intensive leather research program is being carried on by the Military Planning Division of the Quartermaster General's Office, under the able guidance of Dr. S. J. Kennedy. Significant benefits are made available to the industry through the finances, direction and auxiliary facilities provided by the Research and Development Branch of the Army.

(5) Four outstanding general, non-industrial organizations make valuable contributions to our store of technical knowledge. Few industries (and paper is not among them) can match this diversity of available fundamental research facilities.

Although suffering budgetary and personal handicaps, these four bodies, with their excellent leader, provide nuclei for programs of a scope which would make even the plastics industry envious. I refer, of course, to the Leather Section of the National Bureau of Standards, under Everett L. Wallace's direction; the Eastern Regional Research Laboratory's Section on Hides, Tanning Materials, and Leather, with Jerome S. Rogers as chief; the Tanners Council Foundation Laboratory at Cincinnati, Dr. Fred O'Flaherty, director, and the Leather Research of Lehigh University under the guidance of Dr. E. R. Theis.

(6) Research facilities are recognized at several progressive private tanning establishments. These need not be singled out.

(7) Independent and collaborative work emanates from an increasing number of good industry laboratories.

(8) The Department of Tanning and Leather Technology at Pratt Institute under the able leadership of Arthur Goetz is capably filling a long-felt need of the industry.

(9) The American Leather Chemists Association can justifiably be proud of its status among professional organizations of its type. Enjoying splendid financial support from industry and excellent business management, it has acquired an enviable surplus in spite of low membership dues. If you will pardon a brief summary of some of the year's activities, I promise not to anticipate the more detailed report to follow.

By-laws providing student membership and revised election procedures have been adopted. The ALCA has affiliated itself with the recently established International Union of Leather Trades Societies and will be represented at the Paris meeting in September. Provisions have been made to permit the Journal to clear up much of its accumulation of unpublished papers, in spite of mounting printing costs.

A study is being made of the Technical Committee set-up of the Association. A more efficient organization is anticipated. Valuable suggestions have come forth from many places in reply to an official appeal

(Continued on page 50)

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*** Uniformity**

All of the Above-Mentioned Characteristics are Found in Our Finishes

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Para exportacion tenemos el concentrado y especiales colores y aprestos concentrados

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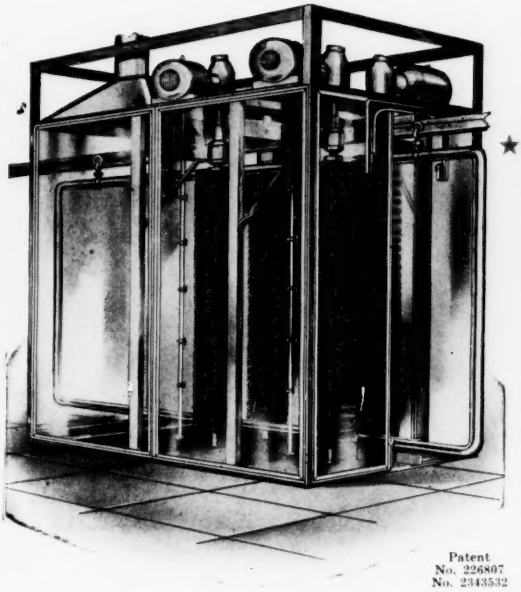

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ABSTRACTS

"Current Economic Problems in Tanning"

By Irving R. Glass,
Executive Vice-President
Tanners' Council of America,
New York, N. Y.

An Examination of the Current Economic Situation of the Tanning Industry.—Since the end of the war the tanning industry has been confronted with problems of an unprecedented character. These have appeared not alone on the domestic scene but have also originated from the abnormal disturbance of world trade upon which the tanning industry of the United States is dependent for raw material. High raw material and production costs have continued to handicap the tanning industry and its position has also been affected by disturbed monetary and trading conditions throughout the world. While these factors may appear to be broad and vague, they carry direct and concrete significance for the tanner who seeks to produce leather at a basis consistent with consumer demands for maximum value in the prices of finished products. The industry's competitive effectiveness in relation to substitute materials may be largely determined by its ability to control and reduce aggregate costs of producing leather.

"Molecular Structure and Mechanical Properties of Plastics"

By Herman Mark
Institute of Polymer Research,
Polytechnic Institute of Brooklyn,
Brooklyn, New York

Plastic materials have acquired, in recent years, a considerable practical importance which has led to much fundamental research in this field. Uppermost, was the question as to how the molecular structure of polymeric materials correlates with other thermal, mechanical and electrical properties. The lecture will give a review of the present state of our knowledge of this relationship, which seems to synthesize, in certain cases, polymeric materials with desired properties in a manner that they excel those natural materials which have been used for various practical purposes up to date.

"Absorption of Weak Acids by Collagen from Water and Aqueous Acetone"

By D. H. Cameron and H. B. Merrill
B. D. Eisendrath Memorial Laboratory,
Racine, Wisconsin

A study has been made of absorption of strong and weak acids by hide substance from aqueous solutions, with and without added salts. This is compared with acid absorption from equivalent solutions where a water-acetone mixture is used for solvent. For the lower acid concentrations, determinations are made from pH values, and where greater amounts of acid are present, the estimations are made by direct titration. The acids investigated included hydrochloric, formic, acetic, and butyric. Use of the acetone-water solutions, with organic acids, has been made in an attempt to throw some light on the mechanism involved in the stripping of vegetable tannins from leather by mixtures of water and organic solvents; work previously reported by these authors.

"The Effect of Temperature on the Buoyancy of Hides and Leather"

By M. Maeser
United Shoe Machinery Corp.,
Beverly, Massachusetts

Pieces of thoroughly soaked hide and leather were suspended from a balance and submerged in a water bath. As the temperature of the bath was raised, the weight of the specimen decreased.

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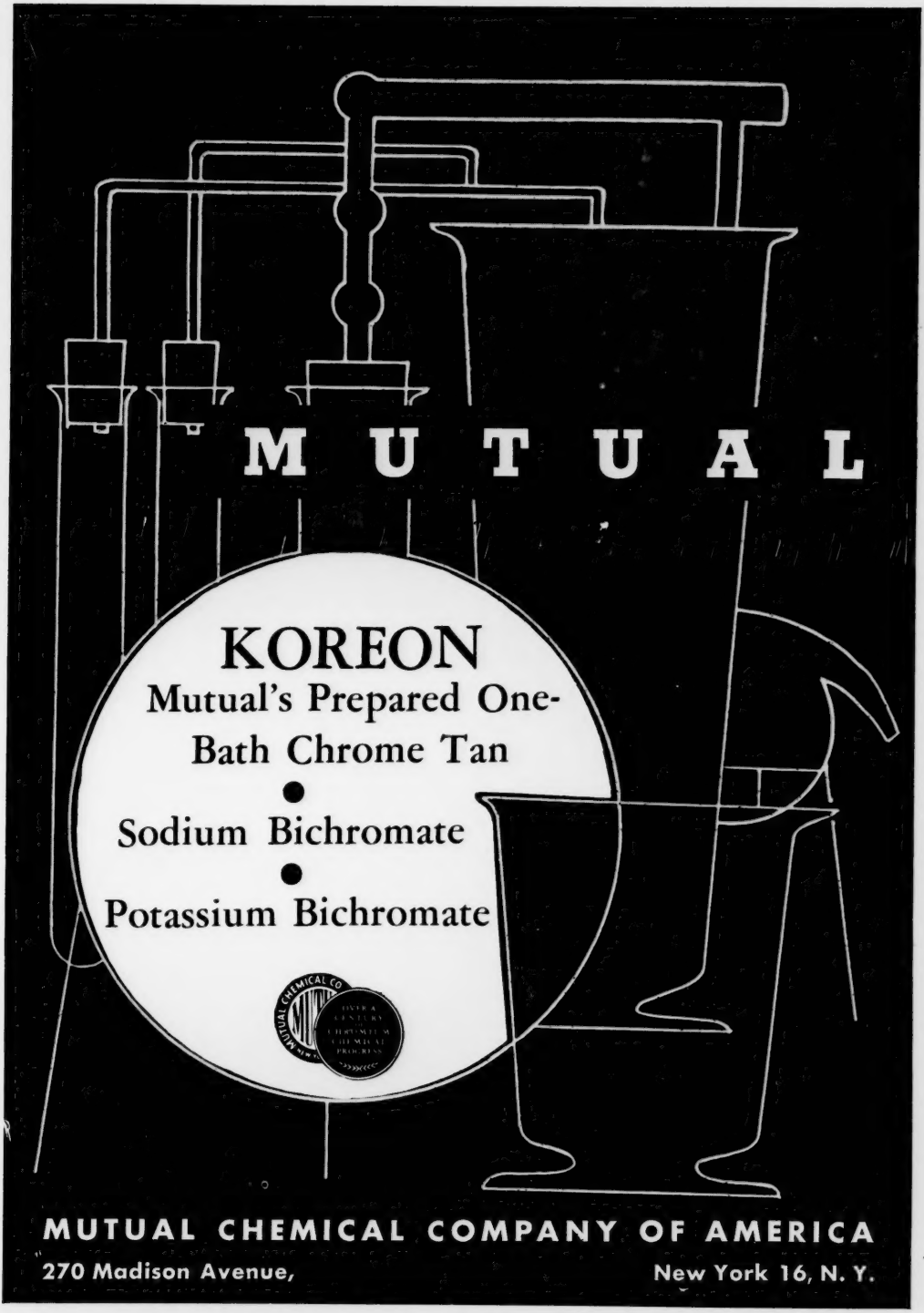
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Specimens which had never been dried under severe conditions showed a sharp increase in weight at the shrinkage temperature. As the temperature of the bath was further raised, the weight of the specimen again decreased. Specimens which were dried thoroughly, previous to testing, became a little erratic at the shrinkage temperature but continued to lose weight as the bath temperature was raised.

The results indicate that severe drying causes some irreversible change in hide and leather which alters the shrinkage temperature, the nature of shrinkage, and the physical nature of the material after shrinkage.

"Large Scale Test Tanning Leather with Synthetic Tan—'Orotan' for the Department of the Army: Quartermaster General"

By F. F. Marshall
United States Leather Co.,
Ridgway, Pennsylvania
and
H. G. Turley
Rohm and Haas Co.
Philadelphia, Pennsylvania

The lack of availability of adequate supplies of domestic tanning materials creates a critical situation with respect to the supply of military footwear in the time of war. The project described in this paper was initiated with the object of determining whether the currently available synthetic tanning material, OROTAN could be used as a complete replacement for natural vegetable tanning materials. A bid for the manufacture of 16,000 pairs of Army shoes from OROTAN leather used as insoles, counters, and outsoles was accepted by the General Shoe Corporation, the leather made by the United States Leather Company, and the synthetic tan OROTAN was supplied by the Rohm and Haas Company.

The authors describe the setting up and carrying out of the experiment and present the data concerning the liquors and the running of the process. Analyses and some physical properties of the sole leather produced are given. The leather appeared to work satisfactory in the manufacture of Army shoes which have been delivered to the Quartermaster. Here they will undergo careful wearing tests and the quality of the leather will be evaluated.

"A Study of the Water Vapor Permeability of Leather"

By Joseph R. Kanagy and Robert A. Vickers
National Bureau of Standards,
U. S. Department of Commerce
Washington, D, C.

A new procedure by which the water vapor permeability of leather may be determined in 3 to 4 hours is described. The test method consists in the preparation of a "cell" composed of an aluminum cup containing calcium chloride as the desiccant. The leather is sealed over the top of the cup by means of microcrystalline wax. The prepared cell is suspended in a cabinet maintained at 100°F. and 53% relative humidity, and may be weighed by means of a special mechanism without removing. The air in the cabinet is circulated to prevent the formation of a concentration gradient over the surface of the samples.

Results on the effects of vapor pressure, thickness, grease content, and strata water vapor permeability are given. Some aspects of the mechanism of water vapor transmission are presented. Results with a dynamic apparatus, in which the leather is flexed, indicate that flexing has little influence on the water vapor permeability of degreased leathers.

"A Concept of the Mechanism of Tannage by Phenolic Substances"

By Shu-Tung Tu and Robert M. Lollar
Department of Applied Science in Tanning Research,
Foundation Tanners' Council of America,
University of Cincinnati,
Cincinnati, Ohio

Since the natural vegetable tannins represent a heterogeneous system, it is difficult to develop a precise mechanism for vegetable tannage from studies of the natural tannins. However, it is generally agreed that the phenolic hydroxyl groups of the tannins are responsible for their tanning properties. To secure further information on the role of phenolic hydroxyl groups in tannage, we have synthesized a number of hydroxyl derivatives of benzhydrol, triphenyl methane, and xanthene and evaluated their tanning potential.

It has been found that there is a positional influence which establishes the tanning potential of a phenolic hydroxyl group in

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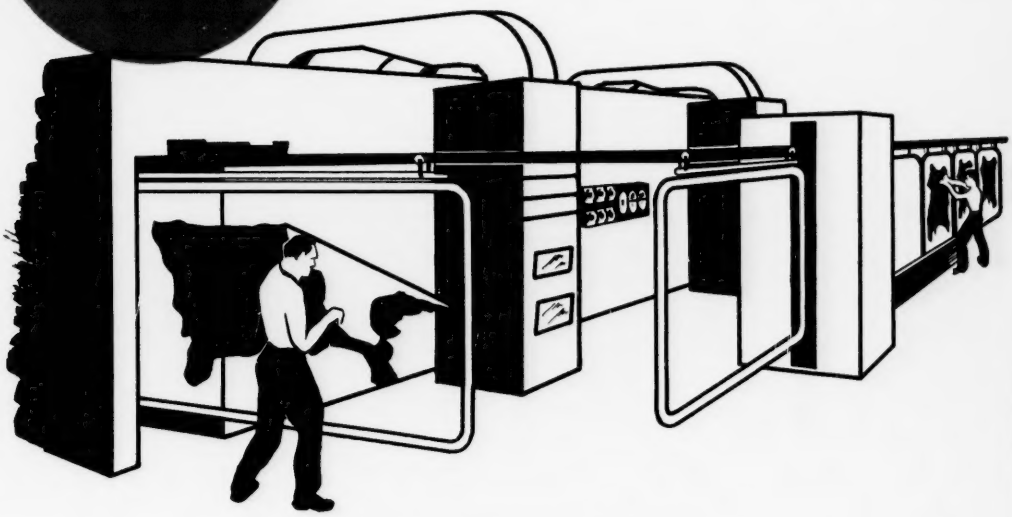

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these three series of compounds. This positional influence arises from the much greater resonance which results from para substitution, in contrast to meta substitution, of the hydroxyl group with respect to the methylene bridge between the phenyl rings in the above compounds. The resonnance resulting from this para substitution permits hydrogen bonding between the phenolic hydroxyl group and the carbonyl oxygen of the peptide link in the collagen. The experimental data secured suggest that this hydrogen bonding of the phenolic substance is the significant mechanism in establishing its tanning potential.

"Studies in Iron Tanning"

By T. C. Thorstensen and Edwin R. Theis
Division of Leather Technology,
Institute of Research,
Lehigh University,
Bethlehem, Pennsylvania

Tanning with basic iron salts has been investigated from the following angles: 1) type of ferric salt, 2) concentration of ferric salt, 3) type of masking adjuncts, and 4) pH of tanning. The studies so far completed indicate: 1) that basic ferric sulfate is superior to other ferric salts, and 2) that sodium glycolate acts in such a way as to give a comparatively stable iron complex resulting in a real iron tannage. Tannages have been made both in the laboratory and in a Pilot Plant scale.

"Zirconium Tannage V—A Review of Complex Zirconium Sulfates and Consideration of Their Application in Tanning"

By Ian C. Somerville,
Rohm and Haas, Inc.,
Philadelphia, Pennsylvania

A review of the literature indicates the existence of many zirconium sulfates, ranging from acid salts through normal salts to highly basic salts. The known sodium zirconium sulfates are comparatively few in number, but the existence of several in solution has been established, and one or two isolated. Experiments have been carried out to prepare salts of composition approximating these specific compounds, and to investigate their behavior in simple tanning tests.

"Dialdehyde-Resin Tannages"

By A. H. Winheim,
Planetary Chemical Co.
Creve Coeur, Mo.,
and
E. E. Doherty,
Bona Allen, Inc.,
Buford, Ga.

A new series of processes for making leather has been made possible by the discovery of a two-stage treatment of hides. The dialdehyde-resin tannages, which are based on the new concept, involve the formation of a "reactive leather" which is subsequently chemically bound to resin-formers.

Many bifunctional compounds have been employed by the authors as initial tanning agents. The principal development work has been done with glyoxal, the most satisfactory tanning occurring in the pH range of 6.5 to 7.0.

The second step in the new processes involve the introduction of monomers and prepolymers, followed by slow, controlled polymerization. Ureas, thioureas, phenols, and resorcinols are among the compounds used in conjunction with aldehydes. Blocking agents such as the primary, alkylated amines and certain sulfonyl chlorides, sulfonamides, and quinolinolates, greatly alter the properties of the resultant leather.

The increased resistance of dialdehyde-resin leathers to deterioration by repeated wetting and drying, perspiration and mild alkalies is notable.

"Canaigre Investigations VI Extractions with Aqueous-Organic Solvent Mixtures"

By F. P. Luvisi, T. C. Cordon, C. W. Beebe, and
J. S. Rogers,

Eastern Regional Research Laboratory
Agricultural Research Administration
U. S. Department of Agriculture,
Philadelphia, Pennsylvania

Extractions of tannin from canaigre by mixtures of water and some organic solvents were compared with extraction by water alone. Water-solvent mixtures gave greater tannin recovery and pro-

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duced liquors of higher purity than did water alone. Results of the tests indicate that water-acetone mixtures are more efficient than mixtures of water with ethyl, methyl or isopropyl alcohols. With water-solvent mixtures, tannin recovery is efficient at a relatively low temperature; however, the efficiency of extraction may be increased by the use of a higher temperature than with water extraction, as the water-solvent mixture represses the coagulation of the starch.

"Problems of the Sole Leather Tanner in Relation to Research and Laboratory Control"

By L. M. Whitmore,
Leas and McVitty, Inc.,
Salem, Virginia

This paper will discuss practical aspects of sole leather processing particularly from the standpoint of the effectiveness by which it can be resolved by research methods or laboratory control measures. Mr. Whitmore will attempt to bring some of the long experience which he has had in the field of heavy leather manufacture to the problems of the industry today.

"Study of Leather Pasting II The Effect of Grease Content on Dry Adhesion"

By William R. Cox,
Department of Applied Science in
Tanning Research,
Foundation Tanners' Council of America,
University of Cincinnati,
Cincinnati, Ohio

Although the process of leather pasting has been employed in the tannery for over thirty-five years, the mechanisms of many of the observed phenomena are ill understood. One of the most perperplexing problems has been the cause of "sticking" of pasted leather to the pasting plates after drying.

The present paper covers the development of a laboratory method for studying the dry adhesion of pasted leather to glass plates. By applying the method to the study of the effect of the grease content of a thin grain split on the dry adhesion of the leather a definite correlation demonstrated is not significantly affected by either chrome content or type of dyestuff used in the preparation of the leather.

"An Example of Process Engineering in the Leather Industry"

By R. H. Richards,
International Shoe Company,
Tanning Division,
St. Louis, Missouri

A presentation of some of the problems encountered in the establishment of a side upper leather tannery, including a description of the design of the Bolivar, Tennessee Tannery of the International Shoe Company. Discussion of some of the features incorporated into this plant as related to modern concepts of process engineering in the leather industry.

"Studies in Animal Skin Proteins, IX Layerwise Swelling and Plumping of Animal Skin"

By Robert L. Stubbings and Edwin R. Theis
Division of Leather Technology,
Institute of Research,
Lehigh University,
Bethlehem, Pennsylvania

Swelling and Plumping during acid and alkali treatment are differentiated. These factors have been determined layerwise in the skin over the pH range 1.0 to 13.0. Swelling and Plumping data in this paper are correlated with axial contraction data taken by means of the Electronic Shrink Meter.

"Axial Contraction and Thermolability of Collagen Fibers"

By Edwin R. Theis, David Wilson
and Howard Halpin,
Division of Leather Technology,
Institute of Research,
Lehigh University,
Bethlehem, Pennsylvania

Data obtained through the use of the Electronic Shrink Meter indicate that shrinkage and swelling can be readily correlated. It

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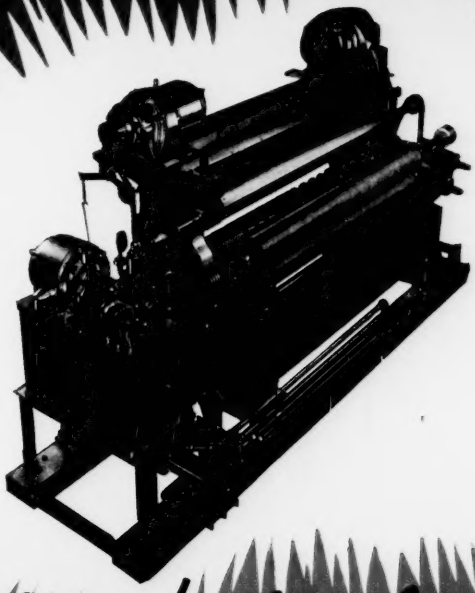

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would appeer that the forces obtaining at pH values lower than 4.0 and greater than 9.0 are similar to those forces active during the shrinkage of collagen fibers. Data so far obtained further indicate that the force, exerted at the shrinkage point of the collagen, is not merely as important as that force obtaining after shrinking has begun.

"Studies in Two-Bath Chrome Tanning"

By Karl Klanfer and P. Kenedi
Cortume Carioca,
Rio de Janeiro, Brazil

Stratographic analysis was carried out on leathers tanned by the two-bath process.

A study was made on the influence of variations in the two-bath tanning procedure upon the vertical distribution of Chromic Oxide and Sulphur in the leather.

"Statistical Sampling of Upper Leather"

By C. W. Mann, E. B. Randall, John Mandel,
T. J. Kilduff and A. M. Charles,
in Cooperation with the Office of the Quartermaster
General, National Bureau of Standards,
U. S. Department of Commerce,
Washington, D. C.

A study was made of the variation of the results of physical tests, including tensile strength, stitch tear, bursting strength, tongue tear, and elongation, water vapor permeability, water resistance, and the chemical composition over the area of a side and among sides of stuffed chrome-tanned upper leather. Thirty sides of identical tannage and as nearly as possible equal weight of hide were used in the study. Each side was cut into 21 blocks, and tests were made on each of these. From the results of the tests, the best sampling location was chosen. For this purpose, locations (blocks) were classified as "acceptable" and "unacceptable" for a particular test, the first category including any location for which the result of the test in that position correlated highly with the average result on the corresponding side. Among the "acceptable" locations, the best for a particular test was considered the location for which the test value showed the smallest percentage variation from side to side.

"A Rapid Electrical Method for Tannery Determination of Moisture in Leather"

By Seymour S. Kremen,
Department of Applied Science in Tanning Research,
Foundation Tanners' Council of America,
University of Cincinnati,
Cincinnati, Ohio

In the course of an investigation into the possible applications of high frequency electronic instrumentation for the tanning industry, the dielectric constants and high frequency loading properties of skin and leather as a function of tannage and moisture content have been studied and measured. From this, a method has been developed which permits the rapid and accurate determination of the moisture content of leather. The technique is free of the difficulties encountered in making such measurements with direct or low-frequency alternating currents.

After suitable calibration for such factors as thickness, type of leather, and desired range, the moisture content of leather may be determined with an accuracy approaching that obtained by more conventional and time-consuming methods. The determination requires only a few seconds, and may be made at several locations on the hide very rapidly. It does not require any pieces to be cut from the hide. The instrumentation is not excessively elaborate; the actual determination may be performed by a semi-skilled person after a brief period of instruction.

"The Structure of the Collagen Fibril"

by Richard S. Bear
Department of Biology
Massachusetts Institute of Technology
Cambridge, Mass.

By successively refined steps, an approach to a model for the basic structural features of the collagen fibril has been made. Initial models, described at previous meetings of this Association, were the "smooth" and "contoured" cylinders, as well as that of a fibril compounded of many small filaments. These may be regarded as first approximation and were based on certain features readily apparent on electron microscope views of collagen fibrils.

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effects observed at small-angles with x-rays, these models are now superceded by more detailed ones to be described, which use to advantage the intrinsically higher resolving power of the x-ray method. With the new models it becomes possible to begin to take account of the influence of hydration and of tanning agents on the structure of collagen fibrils.

"Tannin Content of Barks from Two Florida Scrub Oaks"

by J. S. Rogers, H. N. Calderwood, and C. W. Beebe
Eastern Regional Research Laboratory
Agricultural Research Administration
U. S. Department of Agriculture
Philadelphia, Pennsylvania

Two Florida scrub oaks—turkey oak (*Quercus laevis* Walt) and bluejack oak (*Q. cinerea* Michx) were studied as possible sources of tannin. Of the Florida oaks, turkey oak was the predominating species. Its bark showed an average tannin content of 10.5 percent and purity of 58.5. Bluejack oak bark showed an average tannin content of 6.7 percent and a purity of 56.0. Studies of tannin content and purity of bark from small trees, 1 to 2 inches in diameter, and from limbs and lower and upper halves of trunks of larger trees showed that all these barks were equally satisfactory for production of extract. If economic processing is possible, turkey oak bark could furnish an additional domestic source of vegetable tannin.

"Electron Microscope Observations on Elastic Tissue"

by Jerome Gross
Massachusetts Institute of Technology,
Cambridge, Mass.

Electron microscope examination of fragmented elastic tissue obtained from fish swim bladder, bovine ligamentum nuchae and aorta of various mammals, including man, reveals characteristically formed fibers. Boiling in dilute acid destroys the associated collagen but does not obviously alter the elastic tissue.

Digestion in crystalline trypsin of either boiled or unheated tissue from any of the above mentioned sources causes the release of thin threads ranging in length from .1 u to many microns. Metal shadowing reveals a large proportion of these threads to be uniformly coiled double helices made up of at least two interlacing filaments and measuring about 120 A. in width. The individual smooth filaments, many of which are present, measure about 70 A. in width. The distance between coils ranges between 470 and 580 A. as determined from measurement of 200 threads. Raising the pH of a suspension of threads from ligamentum nuchae lowers the ratio of coiled forms to free filaments, whereas lowering it with acetic acid results in clumping of threads.

Threads obtained from all tissues studied were destroyed in the temperature range 75°-85°C. at pH 7.

It is concluded that the elastic fiber is a two component system composed of bundles of trypsin resistant threads of characteristic form and size plus a trypsin sensitive, heat resistant, "amorphous" binding matrix.

The relationship of this structure to its elasticity will be discussed.

"Impregnation of Leather and Rubber"

by Rene Oehler and Timothy J. Kilduff
National Bureau of Standards
U. S. Department of Commerce
Washington, D. C.

Laboratory procedures have been developed for impregnating vegetable-tanned crust leather and chrome-tanned sole leather with rubbers. Preliminary experiments have been made with guttapercha, Castilloa, and Hevea rubbers. It was found that Hevea smoked sheet is the most satisfactory.

The impregnation of leather with rubber is accomplished by immersing the leather in solutions of rubber of high solids content and low viscosity. Before dissolving the rubber in benzene, toluene or other suitable solvents, it is severely cold milled to break down the molecular structure of the rubber and thereby reduce the viscosity of the subsequent solutions.

Briefly, the technique for impregnating leather consists of immersing leather specimens in a rubber solution of 40 percent solids at 80°C. for 16 hours, wiping off the excess solution and evaporating the solvent at 80°C. By using this procedure, about 20 percent rubber can be deposited in crust leather. Proportionally smaller amounts of rubber are deposited for solutions of lower solids content. By incorporating an ultra accelerator in the rubber solu-

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tion and impregnating at room temperature, vulcanization can be effected simultaneously with solvent removal.

Comparative tests on treated and untreated vegetable crust leather show that abrasion resistance, as measured on the National Bureau of Standards abrasion machines, is improved about 50 percent. Water absorption and water transmission, as measured by a dynamic procedure, are both decreased about 50 percent.

"Recent Progress in Exchange Fat Synthesis Program"

by J. B. Brown
Laboratory of Physiological Chemistry
Ohio State University
Columbus, Ohio

At ths last meeting of this Society a year ago, we reported the synthesis of numerous analogues of the four principal "exchange fats" devised by the I. G. Farbenindustrie as fat replacement materials for the German leather industry during the late war. There included Derminol oils 1 and 2, Derminol fat 2 and Derminollicker 1. The principal ingredient of three of these materials, Derminolnarben oil, can be made in this country from Ultrax 20 wax, chlorinated to 28-40 percent of chlorine. The product is more stable than the German material. During the past year 10-12 lb. lots of the above "exchange fats" have been synthesized in this laboratory and through cooperation with industry. These have been introduced into leather and tested in the Tanners' Council Laboratory and have been found to be equal to or better than the authentic German products and to be equal to natural stuffing and fat liquoring materials in current use in this country. Plans are now under way to secure 500 lb. lots of these synthetic lipids from the cooperating companies, to introduce them into leather and to have them actually tested in foot-wear. The synthesis program has always pointed towards the development of new and better products for leather. A considerable series of novel analogues of Derminol oil 2 has been prepared and tested. Several new products, especially designed to impart water repellency, have been under test and appear promising.

"Interaction of Formaldehyde with Callagen in the Presence of Methylguanidine and Urea"

by K. H. Gustavson
Swedish Leather Research Institute
Stockholm, Sweden

In the modern interpretation of the fixation of formaldehyde (=F) by collagen, specific protein groups are assigned as the *loci* of F-binding at different pH intervals, e. g., the—amino group of lysine at neutrality and the guanidyl group of arginine at high pH values. The discharge of these groups, considered being necessary for F-fixation by collagen, is determined by their pH values. Since the reaction of F with these groups is not quantitative as a rule, it follows that the F-fixation curve is a function of the final pH of the reacting system does not supply unambiguous evidence from the non-participation of certain proteins in a pH range in which they exist in the charged state, as e.g. guanidyl ions in the pH range around 7. Further, since it is probable that the hydrothermal stabilization of collagen by means of irreversibly fixed F involves the formation of only *a few* cross links between adjacent protein chains, as for example between lysine-amino and guanidyl group in the pH range 5-8, according to the concept of *Fraenkel-Conrat and Olcott*, it is evident that the amount of F fixed by collagen as a function of pH does not evaluate the small number of protein groups reacting with F under crosslinking which may be a *pH independent* reaction in a wide pH range according to *Fraenkel-Conrat*. Thus, previous findings of the non-participation of F fixed by guanidyl-groups in the crosslinking, measured by Ts, in systems of pH values greater than 12 do not exclude the possibility of the participation of guanidyl-groups in bridge formation over a wide pH range, e.g., pH 5-13, since the deductions were based on a comparison of T_s of collagen tanned in the pH range 5-8.

The concept of *Fraenkel-Conrat* and *Olcott* has been tested by letting F react with collagen in aqueous solution of pH 5-7, containing increasing amounts of methylguanidine sulfate, primary amines or urea. Thus, simple compounds supplying groups competing with guanidyl and lysine-amino groups for F are present in the systems. The presence of methylguanidine to F in molar proportion greater than two, does not decrease the F-fixation. The methylolguanidine compound fixed by collagen does not increase the shrinkage temperature of collagen. In molar proportions of urea to F greater than two, urea markedly impairs the hydrothermal stabilization of collagen. Dimethylolurea in aqueous solutions of pH 7-8 increases the Ts of collagen 10-14°C., indicating the attachment of the $HOCH_2$. NH. CO. NH. CH_2OH structure to collagen with stabilization of its lattice.

The influence of methylguanidine and urea on the behavior of F towards collagen is in accord with the postulate of the function of guanidyl and lysine amino groups as *loci* for crosslinking collagen chains by F. The data cannot be claimed to constitute definite evidence for this concept, in view of the manifold reaction possibilities of F with the simple compounds. The use of simple substances with reactive groups similar to those of proteins in tanning processes as a means of competing with particular protein groups in crosslinking (tanning) appears to be promising in investigation of tanning processes. These studies are being continued.

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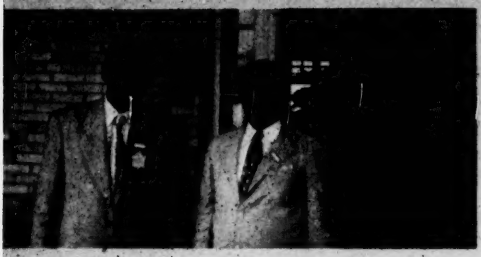

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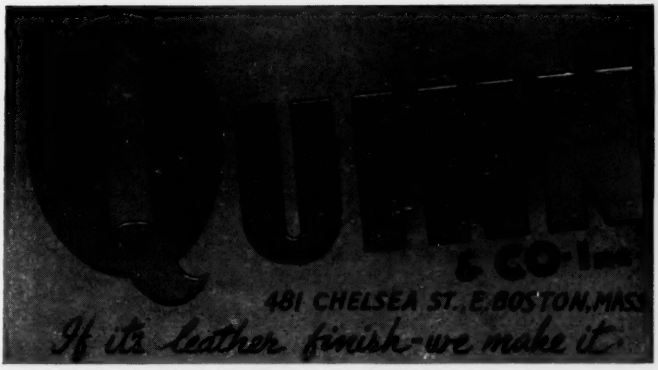

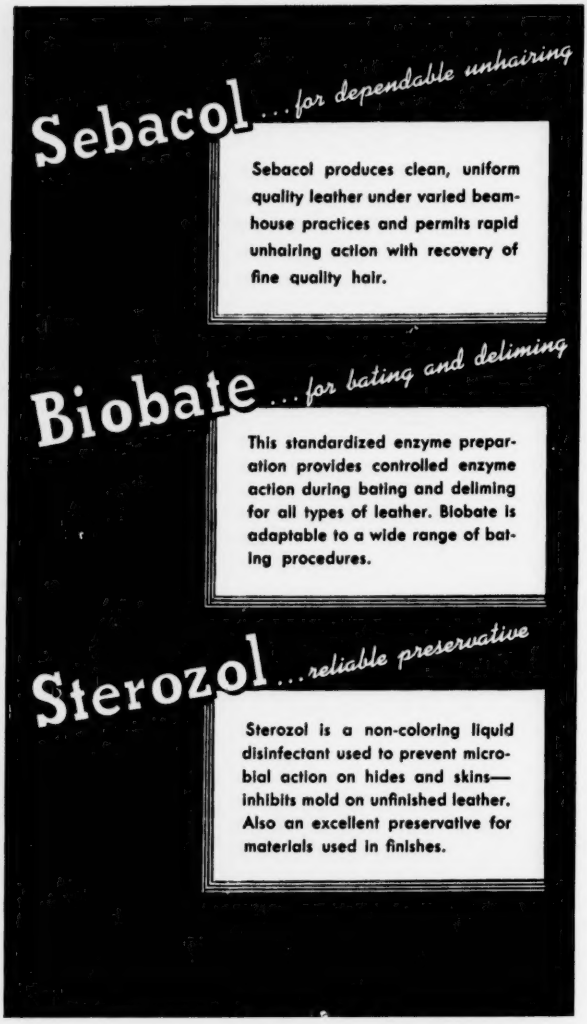
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Sauer, A., River Plate I. & E. Corp.
Salamatov, A., Barrett & Co.
Salveson, J., Marathon Corp.
Sawtell, E. Otis, Wallerstein Co., Inc.
Saxe, A., Saxe Cutch Corp.
Scharwachter, A., American Cyanamid Co.
Scheid, B. M., Wm. Amer Co.
Schiller, B. A., Nopco Chem. Co.
Schleich, H., Wallerstein Co., Inc.
Schneider, C. G., Calgon, Inc.
Schreiber, H., Pratt Institute
Schroeder, A. F., Atlas Refinery Co.
Schult, G., Elkland Lea. Co.
Schweitzer, W. K., E. I. duPont de Nemours & Co.
Seligsberger, L., Allied Kid Co.
Seltzer, J. M., Kistler Lea. Co.
Serfass, E. J., Lehigh University
Shaw, R., Rohm & Haas Co.
Sheard, L., International Products Corp.
Shotwell, E. C., Helburn Thompson
Silvestri, H., Lehigh University
Sinclair, E. G., Jr., Hans Rees' Sons
Singleton, C. P., Champion Paper & Fiber Co.
Smith, F. E., Whithall Lea. Div.
Smith, P. R., H. Howes Lea. Co., Inc.
Snyder, G. C., Lehigh University
Sohn, R. Hans, Garden State Tanning Co.
Somer, G. L., Marathon Corp.
Somerville, I. C., Rohm & Haas Co.

Stahl, L. E., Stahl Finish Co.
Stanberry, C. W., Mead Corp.
Stein, E. H., Burk Brothers, Inc.
Stieg, F. B., Rayonier, Inc.
Steinhardt, R. G., Steinhardt Lea. Co.
Stewart, C. B., Union Chem. Co., Inc.
Stone, F. I., Arkansas Co.
Strandine, E. J., Swift and Co.
Strymish, L., Geilich Tang. Co.
Stubbings, R., Lehigh University
Stumpf, J. H., Chemtan Co.
Sutherland, R., A. C. Lawrence Lea. Co.
Swanson, S. E., Bigelow-Sanford Carpet Co.
Swedenborg, L. A., Raser Tanning Co.
Sydney, H. C., Textan Chem. Co.

Teas, J. H., Teas Extract Co.
Teas, W. T., Teas Extract Co.
Tefft, W. F., American Cyanamid Co.
Telander, C. G., Armour Lea. Co.
Tetzlaff, H. W., Geigy Co., Inc.
Teunon, E. H., Eimer & Amend
Teyral, A. E., Diamond Alkali
Thayer, F. D., Jr., American Cyanamid Co.
Theis, E. R., Lehigh University
Thompson, R. E., Ansul Chem. Co.
Thorstensen, E. B., S. B. Foot Tanning Co.
Thorstensen, T. C., Lehigh University
Trask, A. C., A. C. Trask Co.
Trask, R. H., Arthur C. Trask Co.
Tu, S. T., B. D. Eisendrath Tanning Co.
Turley, H. G., Rohm & Haas Co.

Ulin, A., Allied Kid Co.

Vroman, W., International Shoe Co.

Wagoner, J. F., Keystone Tanning & Glue Co.
Waite, P. H., A. F. Gallun & Sons Corp.
Walker, H. B., E. F. Haughton
Wallace, D., J. S. Young Co.
Weisbrot, M. J., Newark Lea. Finish Co.
Weiss, E. M., L. Farber Co.
Wells, D. B., Wells Chem. Co.
Wells, E. H., Wells Chem. Co.
White, E. J., Surpass Lea. Co.
Widney, H. J., Howes Lea. Co., Inc.
Williams, C. M., Amer. Cyanamid Co.
Williams, D., U. S. Lea. Co.
Willis, H. R., Salem Oil & Grease Co.
Wilson, C. D., Fred Rueping Lea. Co.
Wilson H. R., B. D. Eisendrath Memorial Lab.
Wilson, R. R., Cataract Chem. Co., Inc.
Windus, W., John R. Evans & Co.
Winheim, A. H., International Lea. Chem., Inc.
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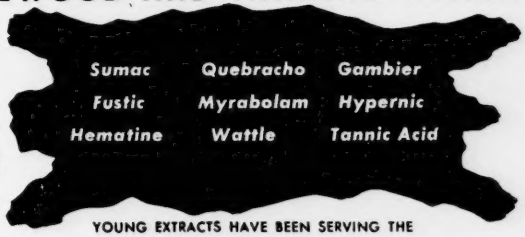

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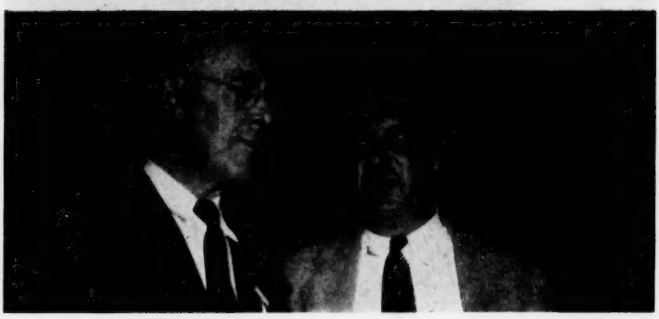

Top Row: John Teas and Wilbur Peterson. *Second Row*: M. Garfinkel and Robert Sohn. *Third Row*: Albert B. Long, and Lee A. Radeker. *Fourth Row*: E. A. Knoernschild, and Bill Beier.

Highlights

▲ Thus far the selected ALCA delegates to the Paris convention of the International Union of Leather Trades Societies are H. G. Turley of Rohm and Haas, and E. W. Cook of American Cyanamid. ALCA recently affiliated with the IULTS. The Paris convention, to be held this coming September, will be the Union's first. The American delegates will pay their own expenses.

▲ It is very likely that before long—possibly before the year is out—ALCA may put a full-time paid executive secretary on its staff. Chief sponsor of this move is Howard Lincoln, treasurer and chairman of the organizational committtee of ALCA. To date the idea has met with general approval. It is expected that a final decision will be made sometime in October. Now that ALCA has grown to adult size in numerical membership, it is difficult to see how it can fulfill its organizational functions without the aid of a full-time director of its secretarial and other duties. Nor can proper integration of these necessary activities be successfully achieved by imposing such duties upon members whose time and energies are occupied with other projects constantly requiring their attention. In our opinion ALCA has now reached the stage and status where a competent, full-time paid executive director with a centralized headquarters is essential. Any further delay in creating this office will act as a hazard to ALCA's activities and best interests.

▲ The decision not to designate either the Alsop Award or the Moffett Medal this year came as a surprise to many members and non-members. Some felt that there were several projects that could have earned one or the other award. However, the award committee is bound by rigid rules in designating these awards, and though some of the research projects now in progress were highly commended, they did not fully comply with the rulings by which the committee must abide.

▲ The paper delivered by R. H. Richards of International Shoe's Tanning Division, left a strong note of optimism in the attentive audience. Richards described his company's new tannery (side upper leather) at Bo-

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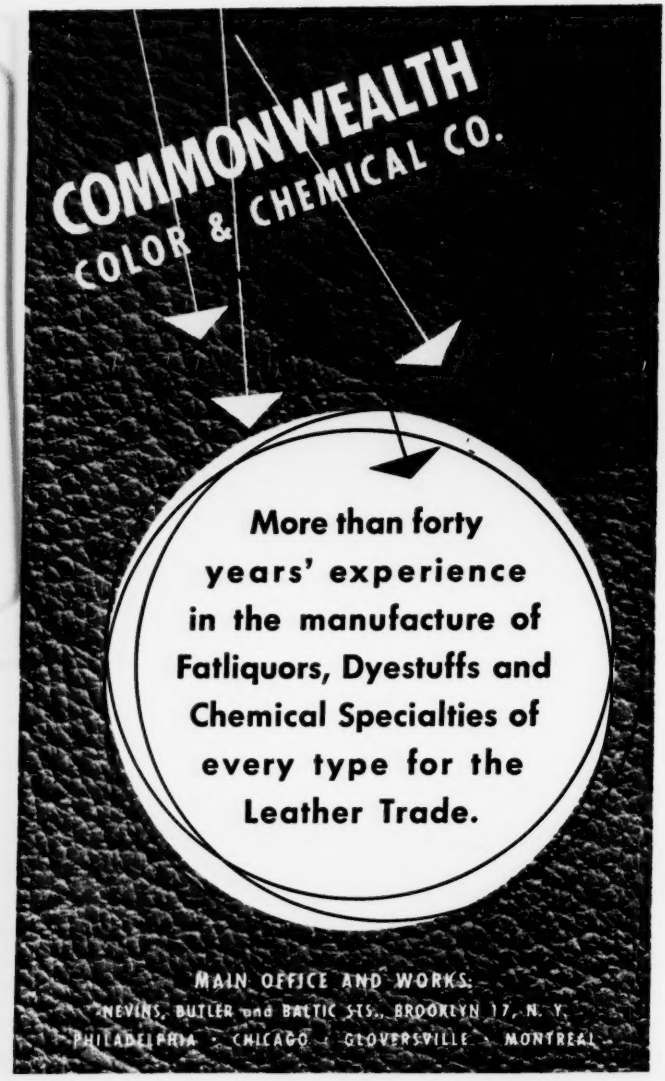
livar, Tenn. The plant is U-shaped, one-story affair stressing the highest levels of production efficiencies accomplished through modern engineering. The optimistic note was the progress being achieved in modern leather-making, as illustrated by this new tannery. And other plants have also taken major steps in this direction: the Fred Rueping plant at Fond du Lac, for instance. These "pioneer" plants of today are setting competitive forces in action, inspiring other plants to follow suit. Trends start this way. And it all adds up to more emphasis on modern technology—with leather chemistry in the spotlight.

SIDELIGHTS

• ALCA's annual meetings are attracting more and more visitors from beyond our borders. Among the countries represented this time were Brazil, England, India, Canada, and Sweden. Mr. A. Fievez, president of the Leather Trades Chemists Association of Belgium, regretfully missed the meeting, his ship having sailed from New York on the first day of the Convention.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• Bob Koppenhoeffer did a splendid job as chairman of the Convention Committee, one of the toughest of assignments and one that too often is unappreciated for the work involved. Ed Flinn has the job for 1950, with Fred Thayer as vice-chairman.

• Another bouquet belongs to Mrs. Wm. Lord who served as chairman of the women's committee. It being universally acknowledged that keepng one woman happy is a monumental project, the job of keeping a hundred women entertained and contented surpasses imagination. Yet Mrs. Lord managed to do it, and superbly.

• The following were winners of the various ladies' contests: bridge, Mrs. Ochs; golf putting, Mrs. Edmonds; tennis, Lillian Putnam; golf, Mrs. H. Bernard; croquet, Mrs. Kathleen Malik. Prizes were awarded to these and other contestants.

• One sole leather tanning representative spent the three days of the Meeting trying to drain the hotel bar. But as another tanner commented, "If I were in the sole leather business these days I'd be trying the same thing."

• Frequently heard complaint this year, as last year: "Not enough golf tournament prizes. And not enough good prizes." The gist of several remedial suggestions was that dozens of firms among the allied trades would be eager to contribute one or more of their own products as prizes. It seems plausable and simple. Numerous other tournaments in the shoe and leather industries use the plan with excellent results.

• The idea of giving certificates of appreciation to all speakers at the technical sessions—used by ALCA for the first time this year—is excellent.

• Good wishes for a successful ALCA meeting poured in from everywhere. Among those who sent congratulatory wires or letters were: the Association for the Advancement of Science; American Oil Chemists Society; National Agricultural Chemicals Association; Tanners Council of America; Association of American Corrosion Engineers; American Paper & Pulp Assn.; American Society for Medals; American Society for Mechanical Engineers; Manufacturing Chemists Assn.; Chemical Marketing Assn.; National Assn. of Manufacturers; American Standards

Top Row: Mrs. Frank Smith, Mrs. Howard Willis, and Mrs. Alex Abig; F. I. Stone, J. T. Hernon, and H. D. Sentkowski.

Second Row: C. G. Schneider, I. M. Weiss, and D. Levy; F. P. Boehm, William Parker, and D. Y. Yen.

Third Row: Albert Scharwachter, W. F. Tefft, and Ralph Nelson; Ben A. Grota, Frank E. Smith, and Alex Abig.

Fourth Row: Alex Saxe, Mrs. Vaughn Byron, and Vaughn Byron; Bill Cox, S. T. Tu, and Alfred Freudmann.

Fifth Row: W. B. Fuller, A. B. Hoel, and D. L. Drummer; Howard Willis, Nick Meo, and Ken A. Blaine.

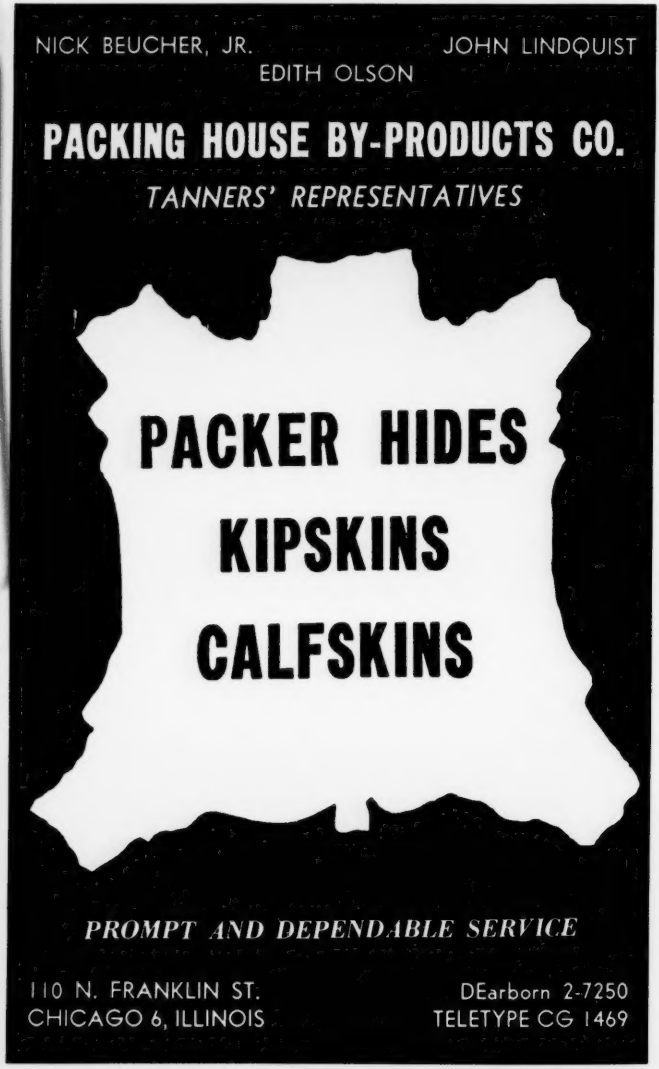
Assn.; National Academy of Sciences; American Assn. of Textile Chemists and Colorists; yes, and even from Eddie Rickenbacker of Eastern Airlines.

● Posted prominently on the bulletin board was a copy of American Cyanamid's recent full-page advertisement in color which appeared in *Saturday Evening Post, Newsweek* and *Business Week*. The ad, entitled "No sir! there's nothing like good leather!" was estimated to have cost Cyanamid around $18,000 in the three publications. The company is still receiving compliments from every branch of the industry. Now, if only the tanners would take the cue . . .

● Discussion of leather substitutes was everywhere in the air. Leather chemists and tannery suppliers alike apparently think in unison on this subject: that the tanners should put their selling shoes on. Too much smugness in the industry, they think. And several tanners agreed.

● A substantial delegation from Pratt Institute was present. The ALCA by-laws were recently revised to allow more student membership. There is a solid consensus that the tanning industry sorely needs this kind of young blood. Pratt is helping to furnish the technicians. What appears to be equally needed is a school for managerial young blood. It's one thing to know how to make good leather. It's another to know how to merchandise it successfully. We're evidently making better progress in the former aspect than in the latter.

● It is being increasingly heard—the technical sessions of the annual ALCA meetings should be interspersed with more papers on non-chemical aspects of the leather industry: merchandising, economics, distribution, management, etc. Leather chemists have a positive stake in what happens to the leather after it's made. But they can't do justice to it without a broader knowledge of the movement of leather once it leaves the plant. Hence the feeling that the technical sessions need a better integration of subjects and speakers—a broader representation. In today's and tomorrow's conditions the bugs in leather aren't all bacteriological.



Winheim . . .

(Continued from page 22)

several months ago. Dr. Jany of Canada made a noteworthy contribution.

The business organization of the Association is being critically reviewed by a Committee consisting of Harold Turley, Dean Williams, Ed Thorstensen, John Teas, Craig Blair, Caspar Drueding, and Ed Flinn. The quality of this Committee presages valuable contributions.

(10) Growing activity in the development of new tannages is evident. Among the types receiving much investigation are hydrocarbon sulfonyl chlorides, lignin sulfonates, sulfite cellulose with resins, phenolic replacement syntans, resorcinols, dialdehyde-resins, a modified mineral tannage, aluminum, zirconium and iron.

The plight of the leather industry in 1949 is far from hopeless. I should like to refer you to some Shakespearean philosophy—"The fault, dear Brutus, is not in our stars, but in ourselves that we are underlings."

An ancient Chinese proverb gives us even more specific advice: "Better to light one candle than to curse the darkness."

Foreign News And Markets

Holland . . .

There was a low output of hides and skins in 1948, with the future holding little promise of improvement. Output was as follows (with 1947 figures in parenthesis): cattlehides, 135,164 (460,636); calfskins, 562,177 (841,269); horsehides, 27,414 (36,991); sheepskins, 46,089 (100,620); goatskins, 4,486 (32,384). Hide and skin export trade before the war was important—27,500 tons in 1939. But exports are now almost nil. Exports of undressed hides and skins in 1948 were 30 percent below 1947; imports were 11 percent above 1947. Prewar annual calfskin exports were 400 tons, but in 1948 amounted to only 110 tons, due to domestic needs and shortage of imports. Exports of these for 1949 are expected to be even smaller.

For the first six months of 1949 tanners output was restricted by the government, which established quotas. There is a shortage of calf. Former supply sources are mostly closed (France, Poland, etc.) Purchases must be made from the U. S., but dollar shortages hold back purchases.

Shoe production in 1947 was 10,200,000 pairs, with 1948 showing an increase to 12,000,000. Shoes are no longer rationed, but prices are still controlled.

Ireland . . .

While nearly 6,000 head of cattle are being shipped on the hoof from Ireland to Britain weekly, Irish tanneries face a serious crisis in the domestic hide supply. Tanneries for this reason are closing or operating part time, and most open tanneries are working with reserve stocks which are rapidly depleting. The government, warned a year ago, has still not stopped the shipping, and is moreover contemplating shipping live sheep to Britain, to the dire consternation of Irish tanners making sheep leathers. Though Irish tanners and leather products manufacturers have accumulated good orders, these cannot be fulfilled due to raw stock shortages at home. Britain insists that Irish cattle be shipped on the hoof, though it buys on the carcass from Argentine. Ireland, in the face of the world beef shortage, is almost the only country shipping cattle on the hoof. Meanwhile Ireland is having difficulty importing hides from hard-currency countries due to its own currency shortage.

Peculiarly, in the face of the above, the value of hide, skin and leather exports in 1948 was $1.5 millions in value, an increase over the $1.2 million of 1947. Leather and rawstock imports for 1948 were as follows: cattlehides, 20,000 pieces; rabbit skins, 25,500 dozen; sole or insole leather, 3,200 cwt.; harness, 450 cwt.; patent, 550 cwt.

Leather production has been steadily declining during the past two years, due to heavy livestock exports to Britain and imports of shoes. The government remains immune to pleas by both the shoe and leather industry. Calfskins and upper leather must be imported, with the U. S. supplying one-third of the calfskins. Leather belting imports have been drastically reduced since prewar, while imports of other types have increased, due to a shift of machinery to direct-drive types. Leather belting imports in 1947 were valued at only $34,000 as compared with a value of $450,000 for all other types.

The shoe industry is in a bad state, with much unemployment, due to lack of export markets. Unless such markets are found, the industry will shortly be in a critical state. Shoe retailers have top-heavy inventories, with business in a slump for months. Shoe production in 1948 was 4,800,000 pairs. This is about equal to prewar. Shoes are mostly utility types. Factories are equipped with modern machinery. Women's shoes comprise about 40 percent of the total. Domestic production is sufficient to satisfy home needs. In some instances, such as in heavy footwear, the shoe industry has over-produced more than twice the consumer requirements. Shoe imports have been increased, with quotas up for the first six months of 1949, despite slow business and closing of some factories. For the first six months of 1949, 200,000

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pairs came in. In 1948 about 700,000 pairs were imported, which was about half the 1947 imports. Shoe exports are negligible.

Germany . . .

About 90,000 tons of hides annually are required in Bizonia if the 43,000,000 inhabitants are to have enough leather for one pair of shoes each a year. But in 1948 Bizonia received only 25,000 tons of hides. Bidding on the small amount of hides has forced prices up. Recently, cattle hide prices were quoted at 150 percent above world market levels. The leather industry in the U.S.—British zones is using most of the ECA funds to purchase raw hides and skins. But substantial amounts of finished leather are being purchased from several European countries. A number of trade pacts have already been made for this purpose. For example, sole leather contracts valued at $150,000, hat lining leather at $50,000, Morocco leather at $100,000, belting leather at $150,000, leather waste fibre for $30,000. Negotiations are now in process with Belgium for Bizonia to import finished leather and shoes valued at $1,000,000. Turkey will supply $700,000 in goatskins to the Western zones, with the latter returning to Turkey $400,000 worth of leather and leather goods. Bizonia is buying $200,000 worth of technical leather goods from Switzerland, and $30,000 worth of harness leather from the Netherlands. Bizonia has been allocated $7,000,000 worth of finished leather from the U. S.

Leather prices have slid back to normal following the importation of $6.7 millions in raw hides with ECA funds. An additional $4 millions in hides from the U. S. and $2 millions from Britain have been ordered. About $30-40 millions in raw hides and skins are expected to be imported in 1949.

Present shoe production in the Western zones amounts to about one half pair per capita as compared with 1.5 pairs prewar. Much of the new footwear finds its way into black markets. Due to the leather shortage, plastics have been used extensively. Shoe prices in the U. S.—British zones have risen 50-80 percent since the currency reform of a year ago. Prices only recently began a mild decline. A group of German importers have arranged to buy $10,000,000 worth of shoes to fill retail shelves in Germany. Britain is supplying about $4,000,000 worth of shoes, about four months consumption in Bizonia. Shoe production is gradually increasing, and footwear with wood soles have sharply declined.

The situation in Eastern or Russian-occupied Germany is very depressing. Morale of workers is extremely low, absenteeism very high. There is much graft and corruption, a heavy black market. Production quotas are hopelessly below normal.

In the Western zones, shoes are no longer rationed. Under rationing the citizens were allowed only one pair of shoes a year, provided they could find such shoes to buy.

Luxembourg . . .

The leather industry is the second largest industry in this small country. The industry is now in difficult straits, what with loss of its prewar German markets plus insufficient supplies of hides and skins. However, there is an exportable surplus of 3,000,000 square feet of light leather and 450 tons of heavy leather—total valued at $3,000,000. This is about 50-60 percent of the prewar level.

The shoe industry has a good production rate despite increased foreign competition. The glove industry, however, has been in trouble since the closing of German and other traditional markets.

Austria . . .

The leather shortage is still serious. There is much importation of leathers for the manufacture of novelty and specialty leather goods. Almost half of the foreign exchange available from total exports of all goods used to import leathers. The 1948 imports of these leathers were about 22 tons, as compared with only four tons in 1947.

Lemantane, a new synthetic tanning material, is being produced in a newly constructed factory. About 70 tons monthly is the present output, but expectations are that soon there will be enough for export purposes in addition to supplying domestic needs.

The 1948 shoe output was 2,138,188 pairs, compared with 1,774,063 in 1947. Output for 1949 is estimated at 3,000,000 pairs. Chief shortage is chrome leathers. The 1938 production was 5.5 million pairs. About 7,000,000 pairs are needed to compensate for wartime and postwar shortages. Present output is only 0.4 pairs per capita. Most of the shoes are of poor quality due largely to inferior materials. Yet these shoes sell at exorbitant prices.

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Portugal . . .

Today this is one of the most prosperous countries in Europe. However, the population is economically divided between extreme wealth and extreme poverty. Imports far outweigh exports, despite government restrictions. Capital is fleeing to Brazil to earn higher interest rates.

The leather industry is centered around Oporto, which has 19 tanneries, the largest employing 200. These 19 plants tan chiefly sole, harness, calf, chamois and kid leathers. Despite the great personal wealth of the larger tanners, no attempt is made to modernize the plants, most all of which have antiquated equipment. There are about 300 leather factories and shops, though only three are large and together dealing with about 20-60 thousand raw hides and skins a year. Of the 268 tanneries officially listed, 99 have power-operated plants, though only five have 100 or more workers, and more than half have fewer than 21. Practically no modern tanning chemicals are used.

There is some exportation of tanned skins and crude sole leather to South America. In 1947 nearly 8,000 tons of hides and skins and leather were imported, chiefly from Brazil. Exports of leather goods amounted to 32 tons valued at about $30,000. There is much demand for American leathers or leather products, due to the great contrast in quality with the inferior home products. The trend is away from leather belting and toward rubber and other non-leather types.

Portugal has 127 shoe factories or shops, the largest having 700 workers, the smallest about six. Oporto is the only municipality where machine-made shoes are manufactured—and in only one plant. It is against the law to walk in the larger towns or cities barefooted, though this law is constantly violated. Practically all Portugese shoes for domestic consumption are purposely made with a "squeak" built in. The poor natives like to let others know that they are wearing shoes, so the squeak tends to draw attention to the feet of the proud wearer.

France . . .

At the recent public auctions, rawstock sellers were refusing to sell at prices corresponding to official ceilings on leather prices, particularly in the matter of calfskins. Buyers howled, refused to buy. Sellers then reduced prices 18-35 percent. However, some sellers withdrew their stocks, sold them outside of the auctions. The significance is that this is the first time in 10 years that buyers have shown active and concrete resistance to rawstock prices.

There is a fight between exporters and tanners, with the government in the middle. Tanners want rawstocks retained for domestic processing. Exporters wish to sell outside. The government needs foreign currency, yet must keep domestic tanners and the tanning industry content. Tanners, however, are willing to export finished leather. The French tanning industry is incensed with the small allocations of dollar credits under the Marshall Plan ($400,000 as compared with $800,000 for Austria, $1.1 millions for Greece, $1.9 millions for Holland, $4.8 millions for Italy, etc.). Tanners are having much difficulty importing sufficient goat and sheep skins due to the government's credit and currency restrictions. Before the war about 25,000,000 of these skins were imported annually. It is now about 5,000. Thus the continued shortage of upper and lining leather which cannot be compensated by calf, as calf slaughters have been reduced. Sole leather supplies are reported insufficient. Annually, 1928-38, some 30,000 tons of sole leather hides were imported. It now runs 5-6 thousand tons. Thus rubber and crepe soles have become a prominent part of the picture.

Hides, skins and leather continue on the price upgrade. Shoe manufacturers are rebelling. Hide prices rose over 200 percent since price controls were lifted a year ago. The government recently clamped price ceilings again on leather. However, hide and skin prices remain free, but with the understanding that they "correspond" with leather price ceilings. French shoe manufacturers are wholly in favor of price controls on leather.

The tanning industry has been working at about the same capacity as the prewar level. In 1938, French tanneries produced 67,000,000 square feet of box calf, of which domestic shoe plants consumed 64,000,000 square feet. In 1948, consumption was slightly higher. Tanning of horsehides is four times above 1938, and tanning of calf 30 percent above. Cattlehide tanning is five percent below prewar. Tanning production, 1948: cattlehides, 3,897,000; calfskins, 4,875,000; horsehides, 262,000.

The trade unions are expressing anxiety about conditions in the shoe and leather industry, what with industrial activity gradually declining. Export of box calf are smaller than prewar, unlikely to increase for some time. Due to fewer slaughters. The government is building domestic herds with plans to creating larger meat exports later. The French shoe industry is using more box calf—could use 100-120

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million square feet a year, or 35-55 percent more than prewar. Shoe manufacturers thus are strongly opposed to calfskin exports. Also, the French are importing one one-fourth the calfskins as they did prewar.

Hide and skin exports for 1948 amounted to 1,200 tons. The breakdown of exports as follows: processed steer hides, uncut, 159 tons; processed steer hides, pieces, 258 tons; tanned calfskins, 154 tons; patent, doped calfskins, 22 tons; processed chamois and sheepskins, 27 tons; buffed sheepskins, 36 tons; other sheepskins, 415 tons; doped calfskins, 46 tons; processed calfskins, 51 tons; finished reptile skins, 29 tons.

Hide and skin imports for 1948 amounted to 63,000 tons, as follows: wetsalted cows, 14,000 tons; dysalted cows, 6,700 tons; wetsalted calves, 212 tons; drysalted or undried sheep, 38,500 tons; drysalted or sundried lambs, 615 tons; drysalted or undried goats, 3,300 tons; reptile skins, 319 tons.

The Leather Research Institute at Lyons is striving to make France more self-sufficient in tanning materials and other industry products now domestically short. There is now an organized fight against the warble fly. The plan is to tax the users of hides and skins one percent of the value of hides and skins of cattle and calves killed. The leather industry continues to be plagued by a shortage of chrome. The need is for 120 tons monthly, but receipts have amounted to only around 70 tons a month.

Chestnut and oak extract are the only domestic vegetable tanning materials. France has about 25 extract plants with a total capacity of 35,000 tons of pure tannin a year. The plants vary in yearly capacity from 500 to 5,000 tons. Consumption of synthetic tannins is rapidly rising—from 72 tons in 1938 to about 1,300 tons now. Chestnut and oak extracts are generally sold in France either in dry form at 60 percent or in liquid form at 25 percent purity. In 1948 French chestnut and oak extract output was 20,000 tons. Production has been steadily increasing since war's end. Before the war France exported about 40 percent of its tanning extracts. Now there are export controls, and in 1948 only 3,500 tons were exported.

The French shoe industry is producing about 60,000,000 pairs a year as compared with 63,500,000 in 1938, and 47,400,000 in 1947. Much of the machinery is obsolete or in need of repair. The Federation of French Shoe Mfrs. is outlining a five-year requirement program costing about $240 millions, of which the French shoe manufacturers will pay half ($24 millions yearly), and ECA expected to pay the remainder. The shoe industry is not a full mass-producing industry. Also, there are few exports. So the idea is to find export markets and develop greater mass-production methods. On the retail shoe market French consumers have been showing a strong and rising resistance to prices.

French Morocco has 16 European-type tanneries with an average yearly production of 12,000 tons of heavy leather. It has 13 mechanized shoe factories producing 65,000 pairs annually. There are about 90 shops making harness and other smaller leather items. Total shoe production in French Morocco for 1947 amounted to 600,000 pairs, of which 250,000 were leather. Imports of shoes in 1947 amounted to about 100,000 pairs, only 321 pairs coming from the U. S.

Belgium . . .

Tanneries are modernized with mechanical equipment. Leather production has been low, reaching 50 percent of capacity, due in part to difficulties in exporting Belgium leather, plus the imports entering the country. Before the war Belgium produced about 40,000 hides and skins monthly. It is only about 80 percent of that now.

Shoe output has been averaging about 750,000 pairs monthly as compared with 1,500,000 prewar. This is ascribed largely to heavy footwear imports, an increase from 50,000 pairs in 1938 to around 490,000 pairs currently.

The Belgium glove industry is seriously affected by resistance of export markets due to currency exchange difficulties.

Greece . . .

Pine bark and valonia are the chief tanning materials produced here. Pine bark is consumed for tanning sole leather and lightweight upper leather for Greek sandals. The 1948 valonia crop is estimated at 6,500 tons, the poorest since 1932. This is excepting the war years, of course. The 1947 crop amounted to 9,000 tons. Consumers have turned to Turkey, which is the only country except Greece producing valonia. Prewar annual crop average was 16,500 tons. The domestic tanning industry, operating spasmodically, consumed around 2,000 tons (80 percent cups, 20 percent beards) in 1947, and 1,430 tons of extract (60 percent Greek valonia extract, 40 percent Argentine quebracho).

Prewar exports of raw sheep, lamb, goat and kid skins averaged 3,000 tons yearly. Imports of finished leather have been substantially limited due to refusals to grant import licenses even up to quotas. However, the government is still permitting imports of raw hides and skins. Imports of leather footwear in 1947 were about 500 tons, 76 from the U. S. Total leather belting imports were 55 tons, 41 from the U. S.

Denmark . . .

There are about 15 commercial-size tanneries, each employing 100 or more persons, and the largest employing 700. There are also many small shops. Leather production in 1948 increased 10 percent over 1947 (5238 tons). Leather shortages have caused drastic curtailment of shoe output. This is due to decline in slaughters, which are not expected to improve until late this year.

Production of chrome-tanned calfskins has increased. Allocation of quotas for footwear uses have reduced amounts going to other uses (gloves, garments, etc.) Hide and skin exports for 1948 amounted to 2,430 tons. Only 65 tons of leather were exported. Hide and skin imports amounted to 1,871 tons, and 216 tons of leather.

Finland . . .

In 1948 the Finnish leather industry used 5,893 tons of domestic hides, and 6,367 tons of imported hides. The estimated 1949 figures are about the same. Last year imports of hides and skins amounted to 6,412,000 kilograms, of which the U. S. supplied 113,000 kilograms of sheep, lamb and goat skins. Hide and

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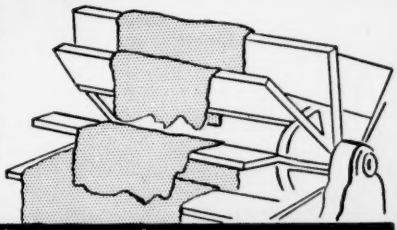

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skin exports amounted to 97,430 kilograms, of which the U. S. took 22,000 kilograms of goatskins. Finland exported 8,538 kilograms of patent leather, and 13,260 kilograms of other dress leathers.

Turkey . . .

The valonia crop in 1948 amounted to only 40,000 tons. As a result, prices have risen. Adverse weather has caused a decline in crops, with steady demand pushing up prices. Exports in 1948 increased about 2,100 tons over 1947. Chief buyers were Bulgaria, Czechoslovakia and Roumania.

Before the war, the annual valonia crop here amounted to 55,000 to 60,000 tons annually. Crops are sensitively subject to the weather. For instance, due to a hot weather and a late frost in 1947, only about 43,000 tons were gathered. However, there is no serious shortage at present. There has been a decline in domestic use of valonia due to large scale substitution of crepe for leather on soles. Domestic consumption is usually about 10,000 tons annually. Two extract factories consume about 21,000 tons. About 12,000 tons of valonia extract are produced annually. Actual processing operation continue about nine months of the year, due to dust accumulating during the processing and requiring cleaning. Tanning content amounts to 67 percent. Domestic consumption of extract amounts to 5,500 tons a year, is priced at cost plus 12 percent. Only about 10,000 tons of extract will be available for export this year. However, valonia cup exports increased 100 percent in 1948 over 1947. The first commercial sale of importance between Turkey and Russia occurred recently when Turkey sold 2,000 tons of valonia to Russia.

Gallnut production has been low, with only one-third being domestically consumed. In the past, severe competition in price with Chinese gallnut exporters was the chief obstacle. Due to the cessation of Chinese production, Turkish gallnuts are selling easily at good prices.

Hide and skin production in 1948: sheepskins, 2,100,000 pieces; lambskins, 850,000 pieces; goatskins, 800,000 pieces; kidskins, 150,000 kilograms; bovine and buffalo hides, 6,000,000 pieces. Cattlehide imports in 1948 were drastically below the 10.5 million kilograms imported in 1947. Production of sole leather in 1948 was 4,500 tons (6,000 in 1947), and 6,000,000 square feet of boxcalf (7,000,000 in 1947). Raw and finished stocks of tanners have been low due to slow consumption, money shortage and competition of rubber and crepe. Tanneries have been operating at a reduced rate.

The Sumer Bank Tanning and Shoe Factory at Beykoz is the only Turkish plant producing machine-made shoes. 1,200,000 pairs of army shoes and 400,000 pairs of civilian shoes a year. The bulk of Turkish footwear (six to seven million pairs a year) are made in small shops employing a maximum of five workers each.

● Lifschultz Fast Freight, Chicago, will reduce rates on shoes and other first, second and third class commodities traveling between Boston, New York and Philadelphia to and from Chicago up to 12 percent, effective about Aug. 1, it is reported.

PERSONNEL

▲ Philip Klarnet, advertising and public relations director for the Sole Leather Bureau of the Tanners' Council has resigned to organize The Paris Service in Paris, France. The new service will make reports on business situations, work with American clients on a commission basis, and provide various services such as research, photography, public relations, advertising, etc. for European clients.

▲ Bradley Dewey, president of Dewey & Almy Chemical Co., Cambridge, Mass., has been elected a trustee of the American Optical Co.

▲ William H. Hopwood has been elected vice president of the Hagan Corp., Pittsburgh combustion and chemical engineering firm, and its subsidiaries—Calgon, Inc., Hall Laboratories, Inc., and the Buromin Co.

▲ Howard Glass is covering California for Lambkin Products Co., manufacturers of children's slippers and sandals. The firm specializes in shearling slippers.

▲ H. B. Walker has been named manager of the new product development department established recently by E. F. Houghton & Co., manufacturers of industrial oils, chemicals and leathers. The department will facilitate handling and evaluation of newly developed products.

▲ Lafayette A. Tremblay, formerly director of operations of the men's and boys' stores of Thom McAn stores, has been appointed general manager of the chain's 460 men's and boy's stores. He succeeds Lester R. Fallon who was appointed executive vice president last Dec.

▲ Harold E. Hayward has been appointed general superintendent of two units of Knapp Shoe Manufacturing Co., Brockton. He was formerly with Commonwealth Shoe & Leather Co., Whitman, Mass. as superintendent. Donald Atwood continues as superintendent of the Knapp units.

▲ James B. Campbell, controller and member of the board of Swank, Inc., Attleboro, Mass. manufacturers of men's leather and other accessories, has been named a vice president. Mason Merchant was named secretary and Chester G. Gifford, general sales manager, was elected to the board. All other officers and directors were re-elected.

▲ Manny Miller, formerly controller and assistant general manager for Consolidated National Shoe Co., has been named controller of the Foot Flairs division of Mutual Shoe Co., Marlboro, Mass. He succeeds George W. Henderson who has resigned. David Burg, formerly with Elco Shoe Co., has been appointed to the new position of production manager.

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SPOT News

Massachusetts

● Carla Shoe Co., Lawrence manufacturer of women's compo shoes is reported suspending operations indefinitely. The firm, manufacturers of "Flatterers by Carla" and "Baroness" shoes retailing from $9.95 to $10.95, is returning orders. Company officials refused to confirm reports that it will reopen this fall to enter the lower price field.

● C. G. Ellis, Haverhill cut sole manufacturers, has resumed production after a shutdown of several months duration.

● Sportwelt Shoe Co., Inc., North Eastom, men's dress welts manufacturers, and Emanuel Alberts, president of the corporation, have agreed to cease stamping shoes with the U. S. Navy symbol NXSX, according to an announcement by the Federal Trade Commission.

● Wheaton Shoe Co., Cambridge footwear manufacturers, is moving from 25 State St. to new quarters at 26 Lansdowne St.

● The wholesale shoe stock of United Shoe Co., Boston, was sold at public auction on June 28. The assignee's sale included 3000 pairs of women's samples, 1000 pairs of women's crepe sole shoes, 500 pair of boys' shoes and many other lots.

● American Duraflex Co., Quincy, owned by Julian Parker, is reported closing. The firm, producers of cork and rubber toplift material, is selling all machinery and equipment. Parker has indicated he will continue in another phase of the shoe manufacturing supplies industry.

● New England Slipper Co., Beverly, operated by E. R. Kreb, has been bought by George Ansin, former sales manager of the firm, Eli Winick and David Tattle. The firm produces men's and boys' McKay and compo slippers.

● Stephenson & Osborne, division of Howes Leather Co., Inc., Boston, recently opened an office at 60 South St. The firm cuts sole leather.

● Brenner Shoe Co. was recently opened in Haverhill by Abraham Brenner, formerly an owner of Kesslen Shoe Co., Kennebunk, Me., and for several years a manufacturers' sales representative. The company will produce womens novelty shoes.

● Salem Oil & Grease Co., Salem, makers of supplies for the tanning industry, is erecting a $250,000 building as part of an expansion program.

● Salem Shoe Mfg. Co., Salem, has added a new line of work shoes. Made on new lasts and patterns, the line will retail from $4 to $6. The shoes come with cork, cord and leather soles.

● Soui Moccasin Corp., Lynn, is now selling shoes by direct mail. The firm is advertising its better grade moccasins for men, women, girls and boys in national fashion magazines.

● Melvin Hershenson Sol D. Hershenson, and Milton E. Copp, partners in the North Shore Leather Co., Peabody, have pleaded guilty in Federal Court to income tax evasion. William Claff, a certified public accountant, entered a plea of guilty to charges of participating in the filing of false tax returns.

New Hampshire

● An auction of machinery and equipment of Bradford Shoe Co., Hampton, was held recently. The firm, operated by D. J. O'Leary and C. Kershaw, made women's novelty shoes.

Connecticut

● American Thread Co., Willimantic, is moving the Star Disc Bobbin Department at Merrick Mills, Holyoke, Mass., to the Willimantic Mills during the next six months. The move is part of the company's program of consolidation and integration of operating facilities. The move will affect about 200 employes now working at the Star Disc Bobbin Department. The firm recently reported a net income for the year ended Jan. 1, 1949, of $3,010,686, after charges and taxes, equal, after preferred dividends, to $2.31 a share on 1,197,985 shares of common stock outstanding.

New York

● Globe Leather Co., New York City, is now carrying a full line of chrome tanned aniline-dyed South African ostrich leathers. The leather in a range of 13 standard shades is featured in both regular men's and women's upper leather weight.

● Cohoes Wood Heel Corp., New York City wood heel manufacturers, has been dissolved and a new corporation named the Coleman Heel & Wedge Co., Inc., formed at the same address, it is reported. Officers in the new concern are Joseph Coleman, president, and Manuel Gracis, secretary-treasurer.

● Waverly Shoes, Inc., New York City manufacturers of women's medium and fine cemented dress shoes, is reported in the process of liquidation. The firm used the trade mark "Waverly Debs" and produced 600 pairs daily.

● S. Enzler & Sons, Inc., New York City manufacturers of leather goods, lists assets of $67,048 and liabilities of $118,387 in its arrangement proceedings under Chapter XI.

● The Mohawk Leather Co., Inc., Amsterdam, N.Y. has filed a certificate of vountary dissolution.

● Sale of assets of Setroy, Inc., New York women's shoe manufacturers, conducted by Underwriters Salvage Co. of New York, official U. S. auctioneers, brought $8,018, it is reported.

● Casino Shoe Co., Brooklyn, will expand its production of Customcraft and Rinaldi shoes, formerly manufactured by Schwartz & Benjamin, Inc., to 600 pairs daily. Earl Teschon, vice president reports that present output is 400 pairs a day. Both Teschon and president Samuel Huberman were formerly associated with Schwartz & Benjamin.

● The first edition of "Who's Who in Plastics" has been published by the Society of the Plastic Industry, Inc. The book provides a comprehensive index listing the names and experience of 2989 individuals in the industry.

Pennsylvania

● Pioneer Suspender Co., leather belt, suspender and small leather goods manufacturers, have moved from Philadelphia to new facilities at Darby.

● New officers elected at the annual meeting of Ephrata Shoe Co., Inc., Ephrata manufacturers of juvenile shoes, are E. D. Merrion, vice president in charge of production and assistant treasurer; K. J. Rohrbach, vice president in charge of sales; and R. J. Hobbins, secretary and sales representative. Ivan H. Mentzer continues as treasurer.

Missouri

● Brown Shoe Co. reports that it may cease operations in its Potosi plant if it cannot reach a satisfactory arrangement with city officials regarding payment of $3000 for the installation of a water pipe line. The firm claims that its agreement with the city guaranteed free installation of the line.

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LABOR NEWS

Employes of the **Royce Shoe Co.**, Claremont, N. H., returned to work June 29 after being away from work for several days in a protest which officials of the **United Shoe Workers of America, CIO**, termed "neither a strike nor a walkout" because "the union contract prohibits a strike." An agreement was reached after a three-hour meeting between company and union officials.

The protest was said to have been prompted by discharge of a shoe cutter, Leon S. Wight, president of the union local 96. Under the agreement, Wight was reinstated and no penalties imposed upon the workers or union.

A reduction in New Hampshire's unemployed is expected to result from an upsurge in the shoe manufacturing industry by early Aug., according to officials of the State Employment Service. In May there were 22,700 jobless workers but this dropped to 21,000 by the end of June. William J. Roy, supervisor of statistics and a labor market analyst said he expected to see a pick-up in the shoe industry after July.

Shoe pattern workers employed in five St. Louis firms were awarded pay raises of seven cents per hour last week in a new agreement signed by employers with the **Boot & Shoe Workers Union, AFL.** About 50 workers were also given additional paid holidays, bringing the annual total to five.

Companies involved included Dunbar Pattern Co., Superior Shoe Pattern Co., Amity Pattern Co., Brown-Tilt, Inc., and Wuebbens-Seahl Shoe Pattern Co.

The work stoppage in effect at the Hannibal, Mo., Rubber Plant of **International Shoe Co.** continued this week after the company withdrew its latest contract offer to the union. M. L. Hawkins, plant superintendent, said the union "had failed to complete its acceptance" and the plant would remain closed with no change in situation.

According to Hawkins, the shutdown occurred when third shift employes reporting at midnight refused to work with non-union workers. The company sent the **United Rubber Workers, CIO**, a letter stating its reasons for withdrawal of its offer and said a serious production curtailment would result unless there was an orderly return to work.

New York State Mediator William Hazell stepped into dead-locked contract negotiations last week between the **Tanners Assn. of Fulton County, N. Y.**, and **Local 202, International Fur & Leather Workers, CIO.** A previous contract expired on July 1 but negotiations continue with the union demanding a wage increase of 25 cents hourly, six paid holidays and higher group insurance benefits.

Present wage rates average about $1.52 per hour with some 1050 union members employed in Association tanneries having two paid holidays annually.

NLRB trial examiner Wallace E. Royster has recommended that officials of the **International Shoe Co.** plant at Searcy, Ark., bargain collectively, upon request, with the **United Shoe Workers of America, CIO**, as exclusive representative of production and maintenance employes at the plant; cease and desist from interrogating employes in regard to their membership or interest in the union; and interfere with, coerce or restrain employe in their self-organizational rights; offer one employe immediate reinstatement with back pay; and post compliance notices for 60 days.

The National Labor Relations Board has dismissed a petition filed by the Retail Salepeoples Union, **Local 1507, Retail Clerks, International Assn., AFL**, following a June 7 election held among regular full-time employes, including the store managers in Thom McAn stores in Stamford, Bridgeport, Waterbury, Danbury, So. Norwalk, Derby, New Haven and Meriden, Conn., in which three votes were cast for the petitioner and 31 against.

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Leather MARKETS

Leather market continues dull. Sales few and far between with shoe manufacturers shut down during vacation week.

Sole Leather

Very little activity, say Boston sole leather tanners. Prices still on the soft side. Few sales worth reporting as buyers merely watch market during vacation period. Some pickup expected next week but tanners see little encouragement for future. Low shoe production, heavy inroads made by substitutes have depressing effect on entire market. Light bends, most wanted in recent weeks for low grade women's soles, slow down to walk. Little interest in heavy and medium bends. Following prices are nominal and indicate range of few sales made:

Light Bends: 61-64c
Medium Bends: 58-61c
Heavy Bends: 58-61c

Sole leather tanners in Philadelphia report the market picture is the same as last week. Heads, bellies and shoulders continue to sell at prices which have been static for the past three weeks. Factory bends continue to sell at 64c for light weight, 62c for middle and heavy, and are moving well. Finding bends continue slow.

Sole Leather Offal

Boston offal dealers find nothing new to report. Whatever sales made are at last week's prices. What the coming weeks hold is anybody's guess, say dealers. Most feel market will hold steady, prices fairly firm, sales constant but not heavy. Light bellies find some interest at 31-32c; steer bellies quieter at 33-34c. Single shoulders with heads on short; lights quoted up to 46c, heavies to 41c. Dealers ask up to 19c for heads; do some business at 16-18c. Fore shanks, hind shanks quiet.

Bellies: Steers, 33-35c; Cows, 31-32c
Single shoulders, heads on: Light 41-46c; Heavy 38-41c
Double rough shoulders: 48-55c
Heads: 16-18c
Fore shanks: 22-25c
Hind shanks: 25-27c

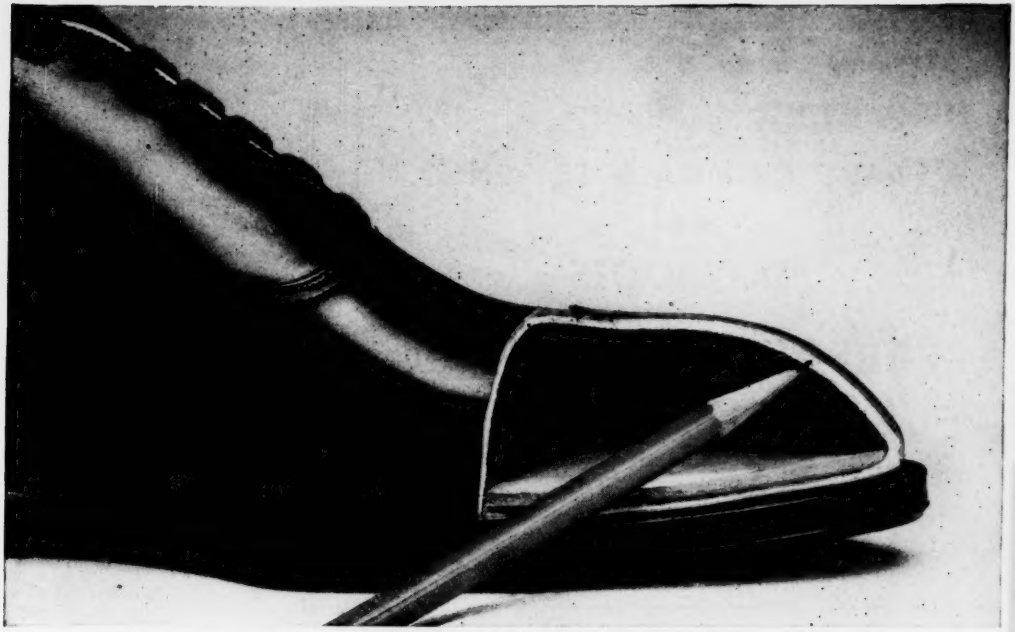
Welting

Regular Goodyear welting slow but steady; prices unchanged. Most ask 73¼c for ½ by ⅛ inch stock. Women's shoe manufacturing plants use little welting just now. Stronger call from makers of back to school shoes, particularly in the college and high school field. Specialty welting finds good business in same fields. Synthetic welting holds its strong position in cheaper welts, stitchdowns, etc.

LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1948 HIGH
CALF (Men's HM)	95-1.15	95-1.15	97-1.10	1.30-1.48
CALF (Women's)	80-1.02	80-1.02	90-1.00	1.40-1.48
CALF SUEDE	1.00-1.15	1.00-1.20	1.00-1.30	1.45-1.90
KID (Black Glazed)	45-65	45-65	60-85	70-90
KID SUEDE	45-65	45-65	60-85	70-90
PATENT (Extreme)	48-56	48-56	50-60	76-82
SHEEP (Russet Linings)	18-22	18-22	19-22	23-25
KIPS (Corrected)	55-59	55-59	60-63	70-75
EXTREMES (Corrected)	46-53	46-53	50-54	60-65
WORK ELK (Corrected)	44-49	44-49	48-51	56-60
SOLE (Light Bends)	61-64	61-63	78-80	90-95
BELLIES	32-35	32-35	39-41	44-47
SHOULDERS (Dble. Rgh.)	49-55	49-54	63-65	77-80
SPLITS (Lt. Suede)	37-43	37-43	38-42	41-45
SPLITS (Finished Linings)	20-23	20-23	23-25	27
SPLITS (Gussets)	18-19	18-19	20-21	21-22
WELTING (½ x ⅛)	7¾	7¾	10	11-11½
LIGHT NATIVE COWS	22-23½	25-26½	29-30½	33

All prices quoted are the range on best selection of standard tannages using quality rawstock.



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Calf Leather

Boston calf leather tanners find week dull. Those who have orders from previous weeks keep fairly busy; others find going slow. No change in prices from week ago. Better grade men's weights in some demand. Shortage holds price firm at $1.15 and down. Small activity in middle and lower grades. Women's lower grades do some business from 60c down; above that, buyers show little interest. Suede business slows; any sales made are concentrated at $1.00 and down. Even heavy brushed leather, in demand recently for women's unlined shoes, finds buyers waiting for next week.

Men's weights: B $1.10-1.15; C $1.05-1.07; D 85-99c; X 75-95c; XX 60c
Women's weights: B 88c-$1.02; C 83-97c; D 78-89c; X 68-81c; XZ 55-65c
Suede: $1.10-1.20; $1.03-1.10; 90-93c

Kid Leathers

Philadelphia kid tanners continue to show some variation in their reports. All agree that black suede is going very well, but many tanners say that they can only sell it in the cheaper grades, at prices ranging from 40 to 50c, while others are selling to manufacturers getting up to 85c easily. All are receiving orders from all over the country. Brown is increasing more and more in popularity, with low grades at approximately 50c, better up to 85c. Some tanners find that colors are doing poorly; others are able to sell colored suedes at prices similar to black.

The complete picture on glazed shows that it is improving. There is some demand for black but the market is spotty. However the outlook is not too encouraging and no real change is anticipated. High priced glazed is not selling at all. Prices approximate the suede prices quoted above.

Slipper kid is excellent. Tanners are selling it for cowboy boots as well as slippers. They sell it to both types of manufacturers in every imaginable color—reds, greens, blues, burgundy and browns. Very little black. Prices run at 60c. Linings are now going well in light colors, at 55c and down.

No change is reported in the rawskin market which remains firm with no indication of any drop in prices.

Boston market stagnant this week. Kid tanners who have been finding little to cheer about recently can only wait for end of vacation, hope business will pick up. The outlook is not too bright. Black suede still chief seller with brown, burgundy, and other colors finding spotty interest, few sales. Cheaper grades below 55c most wanted; above that business is dull. Slipper kid slows down with most interest shown in grades 50c and down. Linings very slow; prices still in 25-36c bracket.

Sheep Leathers

Sheep market among Boston's steadiest. Even here, sales are slow due to July shutdowns. As in recent weeks, firm rawskin market, shortage of good pickled skins, keeps prices steady. Interest in shoe linings lags but boot linings move well enough to take up slack. Latter find takers up to 22c. Specialty sales take a jump as belt,

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BOSTON, MASSACHUSETTS

suspender, etc. manufacturers come into market. Slipper orders pick up again as manufacturers place fresh orders for chrome and vegetable linings. Chrome linings quoted up to 28c; bulk of sales made at 26c and down. Colored vegetable linings slower than week ago but one or two large sales reported. Army russet, pastel pinks, greens and other colors fairly popular. Selling prices hold to 17-21c range.

Russet linings 22, 20, 18, 16, 12, 10c.
Colored vegetable linings: 22, 20, 18, 16, 14.
Hat sweat: 26, 24, 22, 20c.
Chrome linings: 28, 26, 24.
Garment suede: 26, 24, 22c.
Garment grains: 22, 20, 18c.

Splits

Boston tanners report demand slows due to shutdowns. Most see quick pickup next week as manufacturers get busy on fall orders. Trend toward volume price shoes assures split tanners fairly good business for coming months. Prices though firm tend to level off. Little price resistance noted. Black and brown suede in good demand as are women's larger spread suede splits. Latter not too plentiful but buyers shun smaller splits. Finished linings slow, some sales made at 22c and down. Work shoe also quiet; some sales made at 30c and down. Retan sole splits not too active; sell between 30-40c.

Light suede: 36-43; 34-41; 32-38
Suede heavy: 44-47; 42-44; 39-41
Retan Sole: 40, 38, 35, 33, 30
Finished Linings: 18-20; 20-23; 22-25

Side Leathers

Boston side leather tanners report generally quiet week. Sales continue spotty, generally on the small side. Buying spurt expected with next two weeks. Prices generally firm after recent leveling. Corrected kips in demand but not too plentiful. Most tannages bring 59c and down. Some tanners ask cent or two more but report few if any sales. Heavy aniline extremes draw some interest and 58c and down. Work elk quiet.

Heavy Aniline Extremes: B 54-58c; C 50-52c; D 45-48c; X 40-42c
Corrected Kips: B 55-59; C 53-57; D 51-54; X 45-47c
Corrected Extremes: 46-52; 44-50; 42-48; 39-42c
Corrected Large: 45-49c; 43-47; 41-45; 37-41
Work Elk: 44-49; 42-47; 40-45; 38-43

Glove Leathers

The work glove situation, although none too good, has shown some improvement in the past week. One large tanner reports that if demand keeps up the way it is now, or if it tends to increase in the least, prices will be up a penny or two. Although the market has shown a better tone, the amount of business still continues on a small scale, but somewhat brisk. Prices, meanwhile, are quoted steady to firm. Glove splits, in the light-medium weights, are quoted, on an average, at 19c, 18c and 17c, for No. 1, 2 and 3 grades, respectively. Tannery run glove splits are priced at 18c, depending upon quality.

Business is at a standstill in Fulton County due to the annual vacation period. Nearly all glove shops and tanneries are closed for one week and most tanneries will remain closed for two weeks.

The tannery labor problem has taken a serious turn. That portion of the contract covering wages expired Jan. 1, 1949 and the general contract expired June 30, 1949. Union demands add up to about a 40 percent increase for the entire industry. Tanners have expressed their willingness to renew the old contract without change. The situation is confused. The Union announced that four tanneries were officially struck. Later it was announced that a strike notice had been posted at one mocha mill only. No one will know what the situation is until the mills open up after the vacation period. State mediators are trying to get the parties together but prospects for a settlement are dim.

Garment Leathers

Garment leather tanners are currently experiencing a situation which has been prevailing for quite some time in other leather markets. Namely, the situation is, higher raw stock prices, but no demand for the finished article. In other words, in many instances, tanners are absorbing much of higher cost of the raw stock material as they are compelled to hold their prices steady for the simple reason that they have enough difficulty selling their material at the current price level, without advancing even further. Nevertheless, business is described as fair, and prices holding firm. Top prices quoted are 26c on men's garment suede, 22c on grain garment and up to 26c on high colors in grain garment. On an average, horsehide leather is figured at around 35c, with 38c quoted for the very best.

Belting Leathers

Belting leather tanners report a continued demand for shoulders. Stocks of the desirable light weight shoulders are low and will continue to be low. Tanners are not able to get replacements against the light weight because there is a shortage in light hides dut to the great demand for them. Since there is great activity in Shoulders, prices are firm and continue to run approximately 92c for light, and 85c for medium weight. Most of the demand is from specialties manufacturers who at this time are making men's waist belting.

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Welting is also still doing well at approximately 8c. Bend butts have not improved; factory belting is still bad.

Curriers report curried shoulders selling well to specialties manufacturers. Light weight is the most popular since its main use is for men's belting. Prices are firm. A similar situation exists in light weight curried shoulders as in rough shoulders—i.e. replacements are difficult to get in desired weights because of great demand. Other curried items are slow. Bend butts are not moving; factory belting is very dull.

Bag, Case and Strap

Market holding about steady in the Midwest. It was previously noted that a number of tanners were preparing to lower prices officially, but that some improvement appeared which tended to hold prices steady. This condition continues to exist. Many tanners are "marking time" at the moment, watching developments in the raw stock market and demand for the tanned article. Consequently, prices are unchanged from a week ago.

2 ounce case	46, 43, 40c
2½ ounce case	49, 46, 43c
3½ ounce strap	56, 53, 50c
4 ounce strap	60, 57, 54c
5 ounce strap	64, 61, 58c

Harness Leathers

The market in the Midwest is firm. Selling is reported light, but the firm tone to the raw stock market has done much in keeping harness leather prices at their present levels. However, it is pointed out that this situation does not prevail with every horsehide leather tanner, but, generally speaking, the market is termed as steady. Prices, on an average, are quoted at 75c for A grade, 71c for B grade, 67c for C grade and 63c for D Grade. Backs are 11c per pound additional.

TANNING Materials

Raw Tanning Materials

Divi divi, shipment, bags	$66.00-67.00
Wattle bark, ton	$81.00-83.00
Sumac, 28% leaf	$75.00
30% leaf	$80.00
Myrobalans, J. 1s, $61.00-62.00,	
J. 2s	$55.00
Valonia Cups, 30-32% guaranteed	$90.00

Tanning Extracts

Chestnut extract, clarified, 25% tannin, tks.	lb. .039
Bbls., l.c.l., .046; c.l.	lb. .046
Powdered, bags, c.l.	.11
Cutch, solid Borneo, 55% tannin, plus duty	.08½
Gambier Extract, 25% tannin, bbls.	.09½ .12
Hemlock extract, 25% tannin, tk. cars, f.o.b. wks.	.0525
Bbls., c.l. and l.c.l.	.0675
Oak bark extract, 25% tannin, lb.	
Quebracho extract	
Solid, ord., basis 63% tannin, c.l., plus duty	.10 23/32
Solid, clar., basis 64% tannin, c.l.	.11 13/32
Liquid, basis 35% tannin, bbls.	.09
Ground extract	.17½
Powdered super spruce, bags, c.l., .05¼; l.c.l.	.05½
Spruce extract, lb. bbls., c.l. .02½, l.c.l., 03¼; tks.	.01¾
tks., 6½-6¾; bbls.	.06¼
Wattle bark extract, solid	.09-.09½

Tanners' Oils

Cold oil, Nfld., drums	$1.25
Castor oil No. 1 C.P. drs. l.c.l.	.20
Sulphonated castor oil, 75%	.19
Cod, sulphonated, pure 25% moisture	.16½
Cod, sulphonated, 25% added mineral	.12½
Cod, sulphonated, 50% added mineral	.10½
Linseed, raw tks., drums, c. l., and l.c.l.	.23-.25
Neatsfoot, 20° C.T.	.24
Neatsfoot, 30° C.T.	.22
Neatsfoot, 40° C.T.	.19
Neatsfoot, extra drums	.22
Neatsfoot, No. 1, drums	.24
Neatsfoot, sulphonated	.16
Olive, dom. denatured, bbls., gal.	4.00-4.25
Waterless Moellon	.19
Moellon, 20% water	.17
Moellon, 25% water	.16
Artificial Moellon, 25% moisture	.16
Chamois Moellen	.15
Common degras	.10-.13
Neutral degras	.20-.22
Sulphonated tallow, 75%	.10
Sulphonated tallow, 50%	.08
Sponging compound	.12
Split oil	.13
Sulphonated sperm, 25% water	.20
Petroleum Oils, 200 seconds viscosity	.12
Petroleum Oils, 150 seconds viscosity	.13
Petroleum Oils, 100 seconds viscosity	.11

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DEATHS

Albert H. Weinbrenner

. . . 84, chairman of the board of the Albert H. Weinbrenner Co., Milwaukee shoe manufacturer, died July 4, at his home in Milwaukee. Born in Milwaukee, Mr. Weinbrenner founded the shoe company 58 years ago. He learned shoemaking at the age of 13 in his father's shop and later entered the shoe jobbing business, but soon after formed the present company. Mr. Weinbrenner sought semi-retirement in 1927 but returned to active control in 1940. He was a director of the Eddy Paper Co., the Manufacturers Box Co., the United Fertilizer Co., and the Carbon Engineering Corp. He was a member of the Wisconsin club, Independence Masonic lodge, and was a 32nd degree Mason. Surviving are two daughters, Mrs. Kathryn Kieckhefer, Milwaukee, and Mrs. Julia Barber, Birmingham, Ala.

Harry Hubschman

. . . 60, former vice president of E. Hubschman & Sons, Inc., Philadelphia calfskin tanners, died June 28 at Jewish Hospital, Philadelphia. Hubschman was associated with the firm since his graduation from high school and resigned his position as vice president about a year ago due to ill health. He was president of the Latham Park Assn., a Mason, and member of Rodeph Shalom Congregation.

Survivors include his wife, Edith, and a son, Emil.

H. Frederick Lesh

. . . 76, chairman of the board of the former Kistler, Lesh & Co., Boston, died July 6 at the Lake Placid Club, New York. Formerly a member of the Boston Boot & Shoe Club, he was active in the industry for many years before his retirement.

George G. Hodges

. . . 69, president of George G. Hodges, Ltd., Montreal shoe manufacturer, died July 4 at his home. Mr. Hodges was well known in the shoe industry throughout Canada and the U. S.

Mr. Hodges was formerly administrator of footwear in the Canadian Government's Wartime Prices and Trade Board and was second vice president of the Shoe Manufacturers Assn. of Canada.

Horton Watkins

. . . 71, retired vice president of the International Shoe Co., died July 6, in St. Louis. Mr. Watkins was well known for his interest in many philanthropic ventures.

He joined Roberts, Johnson & Rand, in 1905 as the first superintendent of their St. Charles, Mo. plant. He was named a director of the concern in 1910 and one of the first vice presidents in 1911 when the firm merged with Peters Shoe Co. In 1914 he was elected to the board of directors of the International Shoe Co. He retired in 1939. Surviving are his wife, Ruth, two daughters, one son and four sisters.

Coming EVENTS

July 24-27, 1949—Baltimore Shoe Club Show, sponsored by the Baltimore Shoe Club and Baltimore Chamber of Commerce, Lord Baltimore Hotel, Baltimore, Md.

Aug. 8-12, 1949—National Luggage and Leather Goods Show, sponsored by Luggage and Leather Goods Manufacturers of America, Inc. Hotel New Yorker, New York City.

Sept. 6-8, 1949—Spring Showing, Allied Shoe Products and Style Exhibit, Hotel Belmont Plaza, New York City.

Sept. 7-8, 1949—Official Opening of American Leathers for Spring and Summer, 1950. Waldorf-Astoria Hotel, New York City. Sponsored by Tanners' Council.

Sept., 1949—Child Foot Health Month, National Foot Health Council.

Oct. 31-Nov. 3, 1949—National Shoe Fair, Chicago, Ill. Sponsored by National Shoe Manufacturers Assn. and National Shoe Retailers Assn. Headquarters at Palmer House.

Nov. 2-3—Fall Meeting and Annual Convention, National Hide Assn., Edgewater Beach Hotel, Chicago.

Nov. 3-4, 1949—Annual meeting Tanners' Council of America, Inc., Edgewater Beach Hotel, Chicago, Ill.

Nov. 5-9, 1949—Pennsylvania Shoe tel, Pittsburgh, Pa.

Nov. 6-9, 1949—Advance Spring Showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

Nov. 6-9, 1949—Annual Michigan Shoe Fair, sponsored by Michigan Shoe Travelers Assn. and Michigan Shoe Retailers Assn. Hotel Statler, Detroit, Mich.

Nov. 12-16, 1949—Mid-Atlantic Shoe Show, sponsored by Middle Atlantic Shoe Retailers and Travelers Assn. The Benjamin Franklin, Philadelphia, Pa.

Nov. 13-16, 1949—Spring Shoe Show, sponsored by Southwestern Shoe Travelers Assn. Adophus, Baker & Southland Hotels, Dallas, Tex.

Nov. 27-Dec. 1, 1949—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores, Hotels New Yorker and McAlpin, New York City.

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HIDES and SKINS

Big packer market dull and tending easy. Small packer and country hides slow with price resistance shown. Calf and kip markets not active; prices tending lower.

Packer Hides

Sales were light in this market this week, mostly odd lots at steady money. Business was largely in heavy hides, including branded steers and heavy cows, but some light cows and light branded cows moved. Prices held steady all around except for two sales of Colorado steers to exchange traders at ¼ to ½c over the tanners' market level for that selection. Prices paid were 17c on some big packer Colorados and 16¾c on some outside packers.

Branded cows were active, about 6,800 of them, all Southwestern production at 20⅛c Chicago basis, steady. Other business included about four cars of heavy cows at steady money and a few light cows and light native steers, also steady.

The market tone continues easy. Tanners are not looking around for hides except in very small lots, and refuse to do anything about paying higher money on the very new production, better salting hides. July hides are a question mark in the minds of traders, no one able to determine what tanners will actually do. Some feel that straight July hides will bring more money, but most tanners are inclined to go along with the feeling that the market is still on the down grade, and that the slide is not over.

Small Packer Hides

There is continued pressure on this market with tanners talking lower money, but sellers stubbornly holding on to the last asking prices. Tanners have been talking around 18c selected for 48/50 lb. average small packer allweight native steers and cows, and have not cared to do anything in the way of buying. There are better quotations on lighter hides, but even the 40 lb. average hides are quoted around 21 to 22c selected, up to 23c selected on the best lots of 38 lb. average Southwestern production. Asking prices on those light hides range up to 25c selected, but nothing like that can be had.

The production of small packer hides is still rather slim, although there are a number of hides around due to the fact that the buying has been so light. Tanners are not going to show much attention to this market, they claim, until there is considerable improvement in the general condition.

Packer Calfskins

While there has been some business in the packer calfskins market since the last report, the business was anything but an establishment of values. One "Big Four" packer sold about 4,000 Riverpoint allweights at a price of 40½c, down 2½c from the rumored business of 43c which came to light after this recent sale, but considerably below the last trading prices of 55c for lights and 57½c for heavies, more than two months ago. With this business at 40½c, some tanners have looked for lower prices in Northern production, but the best levels seem to indicate 60c for lights, and anywhere from 55 to 60c for heavies. It has been reported, but unconfirmed, that some offerings of St. Paul heavy trim calfskins were offered last week at 55c, but there is nothing definite on that. Other offerings have been at 57½c and 60c.

Quotations, for the time being, seem to be best quoted at 55 to 57½c asked for the Northern heavies and 60c

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	19	19	21 22	28 30
Ex. light native steers	27½	27½	29½	33
Light native cows	22 -23½	22 -23½	25 -26½	29½-30
Heavy native cows	20 -21½	20 -21½	21 -24½	29½-30
Native bulls	15½	16 -16½	16½-17	20
Heavy Texas steers	17	17	19	26½
Light Texas steers	20	20	21	26½
Ex. light Texas steers	24	24	27¾	31½
Butt branded steers	17	17	18½-19	26½
Colorado steers	16½-17	16½	18 -18½	26
Branded cows	19	20	21	28½-29
Branded bulls	14½	15 -15½	15½-16	19
Packer calfskins	40½-57½	45 -62½	55 -65	*52½-57½
Chicago city calfskins	35	40	40 -45	45
Packer kipskins	45	50	47	42½
Chicago city kipskins	30	30 -35	30 -35	30

*Old trim basis.

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close July 6	Close June 29	High For Week	Low For Week	Net Change
September	18.00B	17.40-45	18.05	17.55	+60
December	18.21-20	17.65B	18.25	17.75	+56
March	17.30B	17.10B	17.60	17.40	+20
June	16.60B	16.70B	—	—	—10

Total sales, 117 lots.

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nominal for the lights, new trim basis. Riverpoint allweights are quoted at 40½c.

New York trimmed skins in the meantime are very uncertain. Prices, although unchanged, are nominal all down the line at $3.50 for 3 to 4's, $4.00 for 4 to 5's, $4.50 for 5 to 7's, $5.25 for 7 to 9's, and $8.25 for 9 to 12's.

Packer Kipskins

The packer kip market is very indefinite. With some calfskins at 40½c, it is hard for kip tanners to visualize the kipskin market at 50c. Most traders feel that Northern and Riverpoint mixed skins will bring 45c in next business, across the board, with the overweight natives at 40c. These prices are purely nominal, however.

New York trimmed kipskins have held rather quiet, the only sale reported that of an undisclosed quantity of 12 to 17's at $8.75, down 50c from the last trading at $9.25, this latter business uncovered after the $8.75 sale. The 17's and up are still nominal at $9.75, although next trading may be somewhat lower.

Country Hides

Sellers of country hides are still finding a very slim demand picture for their production. Tanners are holding down their buying, doing little to nothing. Best price ideas for 48/50 lb. average allweight 1's and 2's, according to section and quality, are around 15 to 15½c plat trimmed. Some are quoting higher levels on the lighter average lots, but just what premiums can be quoted for any particular hides is purely a matter of individual evaluation these days. There is not enough going on in the market to make any definite establishment of prices for the premium lots.

Country Calfskins

The country calf market is just as uncertain as ever. Tanners have not been showing much attention to the offerings that are around, and have done even less recently since the business at sharply lower levels in the big packer market. Prices for county allweight untrimmed skins are only slightly lower, quoted in a tight range of 24 to 25c. City skins, however, are about 5c lower at 35c nominal. No trading has taken place in either selection, however.

New York trimmed collector calfskins are holding unchanged. Prices are quoted at $2.75 for 3 to 4's, $3.25 for 4 to 5's, $4.00 for 5 to 7's, $4.75 for 7 to 9's, and $7.00 for 9 to 12's, all nominal.

Country Kipskins

The kip market is very quiet. Prices are figured around 21c for country untrimmed production and around 30c for the city skins. There is no demand around for these skins.

New York trimmed skins are quoted at $8.20 for 12 to 17's, and $8.50 for 17's and up, nominally.

Horsehides

Horsehides continue in good demand, particularly the better production. There are too few hides around for the amount of buyers, which means that the situation is strong. Trimmed 70 lb. Northern and Midwestern horsehides of good quality are quotable around $9.00 to $9.50, depending upon quality, with 60 lb. hides figured around $8.75 to $9.00. Southern hides are quotable up to $7.50, depending upon quality. Fronts, good No. 1 Northerns, are figured in a range of $6.50 to $7.00, according to quality, with butts, basis 22 inches and up, figured around $3.00 to $3.50.

Sheep Pelts

Shearlings are a subject of considerable controversy in the market these days. Big packers are quoting around $2.65, $2.00 and $1.50 for 1's, 2's, and 3's, respectively, but some outsiders are saying that they know the large sellers have sold the bulk of their production around $2.00 to $2.25 for 1's, $1.50 to $1.75 for 2's, and $1.00 to $1.25 for 3's. The best sales, of course, have been quoted at the proper levels, these people claim, but the biggest part of the business has been at lower money. Garment tanners are willing to take on more pelts at the lower levels, and Mouton tanners are going along with a few more pelts. Meanwhile, there has been nothing stirring on the reports from the Interior. Something might be in the wind out there, but so far the sales reports have not been talked around. Small volume offerings were noted for this month.

Pickled Skins

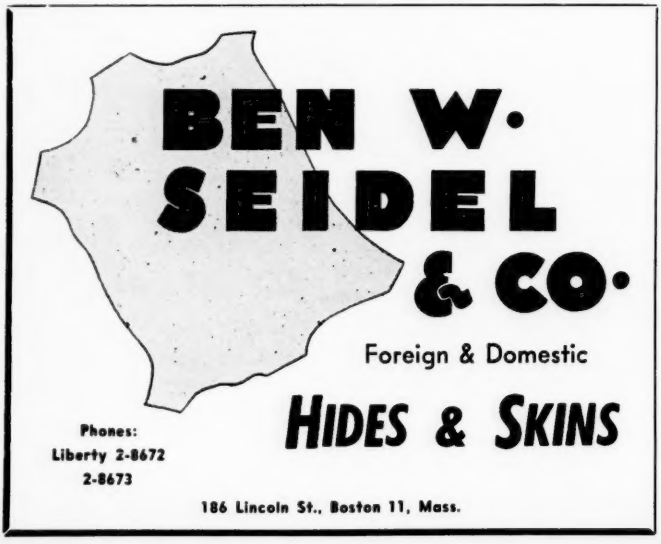
Big packer pickled skins are the only ones getting any attention, and even these pelts are not in particular good demand. Best prices heard on big packer new production pelts are $10.00 to $10.50, some to $11.00 per dozen, depending upon quality. Old production pelts are almost out of existence, last prices quoted around $8.00 per dozen.

Dry Sheepskins

With Fulton County practically closed for the annual vacation period, trading is at a standstill. While not much business was evident prior to closing down, some quarters are rather optimistic that buying will start up once business is resumed. It all depends on the glove orders that come in. Some orders have started to arrive but not enough to make tanners and manufacturers step into the market to replenish inventories. While some buying may be done for shipment, it is believed that in view of the fact that in order to get gloves out in time for this season, most of the business will be in leather and what raw-stock buying will have to be for immediate shipment, skins afloat and on spot.

Wool skin markets remain firm at origin and latest cables from Australia state that at the June 30 Melbourne auctions, there were 20,000 sheepskins and shearlings offered and sold ½ to one pence Australian currency higher. The Sydney sale was postponed and operators here are of the opinion that this may have been due to the fact that as it is about the end of the season, there was not enough skins available to auction off. Punta Arenas frigorifico skins are well cleaned up with last confirmed trading at 34c c&f. for sheep and lamb skins. IAPI holding 365,000 lambskins and 410,000 sheep shearlings for which they ask 39⅝c f.o.b. Buenos Aires, net to them. This figures entirely out of line with buyers ideas here also as compared with similar skins sold. No recent offerings from the Cape of shearlings.

The hair skin markets have shown little change with shippers at most primary points quite firm in their views. England and France have been buying Cape glovers, accounting for shippers firmness as they claim they are not carrying any



WANT ADS

ADVERTISING RATES

Space in this department for display advertisements is $5.00 per inch for each insertion except in the "Situation Wanted" column, where space costs $2.00 per inch for each insertion.

Undisplayed advertisements cost $2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and $1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Wednesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Special Notices

Cowboy Boot Uppers

WE ARE NOW MAKING cowboy boot uppers for custom trade. Will use your patterns or ours. Finest quality materials. Fast service. Any quantity. Send your specifications for prices.

JONES BOOT & SADDLE MFG. CO.,
307 Third St.,
Lampasas, Texas.

Chamois Leather

SUITABLE FOR ALL Automotive, Industrial and Domestic purposes, in Full Skins and Cut Squares.

Lowest Prices——Prompt Delivery

WOODACRE CHAMOIS CO.,
Leather Dressers
DARWIN-LANCS-ENGLAND

Leather Line Wanted

CALF-KIP SIDE leather line wanted on commission only by established leather sales agency with office and stockroom in New York City. Complete coverage assured. Address G-7, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Real English Chamois Leather

Genuine full oil tanned. Full skins and squares. Prices right, prompt delivery. English executive arriving New York about July 22 would like to meet buyers by appointment in New York City. Address G-5, c/o Leather and Shoes, 20 Vesey St., New York 7, N.Y.

Help Wanted

Shoe Salesman

SALESMAN WANTED: To carry a line of Penna Prewelt Shoes for Infants and Children to the Mail Order and Chain accounts in the New York and Boston Territories.

The Durable Shoe Co.,
Palmyra, Pa.

Experienced Welting Man

BOSTON CONCERN wants man experienced in the manufacture of Goodyear and synthetic welting.

Address G-1,
c/o Leather and Shoes,
10 High St.,
Boston, 10, Mass.

Representative Wanted

MAN WHO UNDERSTANDS leather finishing and finishing problems to represent a well established manufacturer of pigments and lacquers. Either as side line or sole representative. Commission basis. Address E-25, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

Salesman Wanted

SALESMAN, good appearance, willing to travel. Opportunity for one who can produce. Knowledge of sheepskins preferred.
Address G-4,
c/o Leather and Shoes,
20 Vesey St.,
New York 7, N.Y.

LAST REPAIRING

Why throw your old lasts away? They can be repaired with our special patented method of last repair for about ¼ the cost of new lasts. We offer a complete repair and remodeling service on your lasts.

MILWAUKEE LAST REPAIR CO.
602 S. 5th St.
Milwaukee 4, Wisconsin

WANTED

Dyes—Chemicals—Extracts
Bichromates—Oils—Waxes
Greases—Residues
By-Products—Wastes
CHEMICAL SERVICE CORP.
80-02 Beaver St., New York 5, N.Y.

Leather Salesman

WANTED: Experienced leather salesman, full line imported leathers, principally sheep and lamb, including chamois and doeskin. Write full qualifications, salary expected.

Address F-11,
c/o Leather and Shoes,
20 Vesey St., New York 7, N. Y.

Situations Wanted

Leather Buyer

LEATHER BUYER of long experience seeks change. Has bought all types of leathers for chain of women's factories. Can save large firm money on leather purchases. Address G-3, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Tanner

MAN—familiar with production of fancy leathers—seeks connection with reliable concern as asst. supt. or foreman in any dept. Capable of promoting leather chemicals and finishes. Prefers Eastern locality. Address G-6, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

A PLACEMENT BUREAU

for Salesmen, Superintendents, Foremen, Chemists, Sales Managers and others.
We have positions open, also qualified men for positions you may have open.

AL HOWE SERVICES, Inc.
(A Management Service)
5629 W. 63rd St., Chicago 38

LEATHER SPECIALTIES
PROCESS DEVELOPMENT

PURE-TAN
(QUEBRACHO CRYSTALS)

GEORGE H.
GRISWOLD
14 Franklin St. Salem, Mass.

Advertise
Your Leathers
in
LEATHER and SHOES

stocks. For good glovers, shippers continue to ask 130 shillings. Last sales woolies and Persians at 120 shillings but England has since reduced ideas for these skins. Addis-Ababas slaughterers are unchanged. Brazil cabrettas have firmed up and shippers unwilling to shade asking prices. Some Cearas said to have sold at $13.00 c.&f., but most shippers have higher views.

Goatskins

Interest in raw goatskins is only moderate as much of the trade has closed shop. Pressure is being exerted on prices; this is particularly true on skins for suede, which are still the most popular types. The firm front continues, however, at markets of origin. European buyers are supporting most of the markets.

Asking prices on 1200 lb. Amritsar type skins are pegged at $12.00 per dozen c.&f. and although U. S. tanners shy away from this price, it is understood Europe has been buying on that basis. Southern India skins quoted $11.50 to $12.00 per dozen c.&f. according to quality for 1.70-1.80 lb. skins. Recent sales in the Calcutta market took place at $11.00 per dozen c.&f. for Best Patnas and $11.50-12.00 per dozen c.&f. for Mozufferpores. Regular Calcutta kills quoted $13.50 and genuines at $15.00, c.&f.

Last sales in Bat. market took place at $15.50 to $16.25 per dozen c.&f. as to shipper, selection, and weight. U. S. tanners show little interest at those prices. Last trading in Addis Ababa skins took place at $12.00 per dozen c.&f. with $11.25 the best bid today.

East Indies

Amritsars (1,200 lbs.)	12.00
Patnas	Nominal
Cawnpores and Lucknows	12.20
Mozufferpores	11.50-12.00
Dinajpores	14.50
Calcutta Kills	13.50-15.00
Joconadas	11.50-12.00
Deccans	11.50-12.00
Kristnas	Nominal

Chinas

Szechuans	Nominal
Hankows	95
Chowchings	Nominal

Africans

Casablanca	Nominal
Algiers	Nominal
Nigerians	1.40
Mombassas	12.25-14.00
Marakesh	Nominal
West Province (ex. lt.)	52
Port Elizabeth (ex. lt.)	50

Mochas

Berberahs (shipment)	13.50
Hobediahs (shipment)	9.00
Bati	15.50-16.25
Addis-Ababa	12.00-12.25

Latin Americas

Mantazas, etc. (flat) f.o.b.	Nominal
Oaxacas, f.o.b.	Nominal
Barquistmetos	54-55
Coros	54-55
Maracaibos	Nominal
La Guayras	Nominal
Rio Hache	Nominal
Bogotas	Nominal
Jamaicas	Nominal
Haitians	71-74
Santo Domingos	59-60
Brazil (Cereas)	1.20
Pernambucos	1.20
Bahias	Nominal
Cordovas (8 kilos average)	Nominal
Pampas	Nominal
Paytas	69-70
Peruvians	46-53

A scene at a recent leather symposium held in St. Louis. Left to right are: E. S. Flinn, of the Mead Corp.; Gay Abernathy; A. H. Winheim, Planetary Chemical Co., and President of the American Leather Chemists Assn.; Gerry Schucart; and Dr. J. S. Kennedy, Office of the Quartermaster General.

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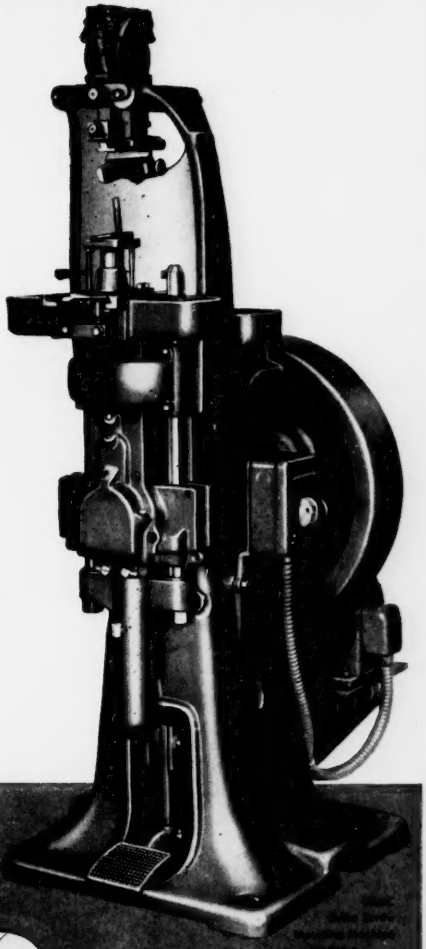
HOW TO HAVE *Permanent Wood Heel Attaching* AT LOW COST!



With the USM DRIVE SCREW INSERTING MACHINE, screw reinforced wood heel attaching can be reduced from 5 to 3 operations with a corresponding reduction in costs. And because this machine is fast it can lower costs still more!

The cement-coated drive screw holds the heel firmly in place during heel and edge finishing and heel nailing, then remains permanently to add a reassuring margin of strength.

The results? Manufacturers protect themselves, their retailers and the wearer at very low cost against loose and lost heels.

Over 20,000,000 pairs have already been attached with complete satisfaction. It's a machine that is ruggedly built to operate day after day with exceptional economy.

Find out exactly how this machine can improve the value of your shoes — get complete details from your United branch office.

The Drive Screw Method

HEEL SEAT FITTING — This important first step in heeling operations utilizes a heel seat fitting machine to create a complementary fit between the heel seat of the shoe and the cup of the heel.

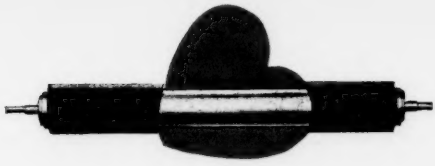
SCREW ATTACHING — The shoe, either on or off the last, and the heel are placed in the Drive Screw Inserting Machine which clamps the heel solidly in place and inserts a cement-coated drive screw to fasten the heel to the shoe.

HEEL NAILING — In the final operation, maximum security is obtained when the heel is nailed from inside the shoe with five nails by a wood heel nailing machine.

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

METLKOR

(TRADE MARK Reg. Pend'g)



THE CORE IS THE HEART OF THE BRUSH

Used by efficient tanners because they do not sag, split, or get out of alignment, outlast other brushes by far. Bristle permanently anchored in place by a patented process—does not shed, and can be replaced when worn.

"METLKOR" brushes resist corrosion and do not absorb and hold color. Easily cleaned of color, dust or dirt. They are safe to store when not in use.

"METLKOR" brushes are the most efficient brushes you can use for all tanning purposes. Send for catalog.

All metals used in "METLKOR" cylinder brushes may be corrosion resisting. Cores are of cold drawn steel or aluminum. They cannot warp or split. Ends are machined for perfect fit and alignment.

"METLKOR" cylinder brushes are used by tanners for oiling off, seasoning, feed, buffing, brushing, bolster washing, sponging, conveyor cleaning, etc.

All types of bristle available including hog, fibre, nylon wound on the metal cores by a patented process, and renewable when worn.

M. W. JENKINS' SONS, INC.

CEDAR GROVE, ESSEX COUNTY, NEW JERSEY

SPECIALISTS IN MANUFACTURING BRUSHES SINCE 1877.